

Avnish Bajaj

Founder and Managing Director

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Story

As the Internet bubble began to burst in early 2000, the nascent Baazee story quickly went from one of multiplying revenue to one of holding on tight for a bumpy roller coaster ride. The management team stuck together, refocused the business and its cost structure, and moved quickly to acquire two competitors just as the market was turning.

As a result, Baazee grew into a healthy business in spite of the turbulent market, and ultimately sold to eBay in 2004 for \$55 million. Avnish continued to run eBay India for a year and a half. The lessons he took from running a business in a rapidly changing and challenging environment have proven to be invaluable. Avnish's additional experiences at Apple and eBay have given him a deep appreciation for the myriad of issues a leader has to deal with in creating and running successful enterprises.

Avnish attended the Indian Institute of Technology Kanpur, where he graduated with a degree in Computer Science and Engineering. He then completed a Masters degree in Computer Science from the University of Wisconsin, Madison, in the U.S. and joined Apple Computer as a Software Engineer. During his three and-a-half years at Apple (during which time the company had four CEOs), Avnish developed an interest in management and left Apple to complete a Masters in Business Administration from Harvard Business School. While at Harvard, Avnish interned with McKinsey and Co.

After graduating from Harvard, Avnish joined Goldman Sachs in their investment banking team during the dot com bubble days where he was exposed to a number of compelling business ideas that ultimately led to the formation of Baazee.

Avnish co-founded Matrix India in 2006 and is looking to invest in companies run by great leaders who are focused on capitalizing on the exponential growth rates of the domestic Indian market.

Current Investments

Ace2Three

Centre for Sight

Cloudnine

ItzCash

LimeRoad

Meditrina

Mewar Ortho

Ola

Practo
Quikr
Stayzilla

Areas of Interest

Mobile Internet and Healthcare

Experience

eBay India, Country Manager
Baazee.com, co-founder, Chairman and CEO
Goldman Sachs Group, Associate, Investment Banking
Apple Computer, Software Engineer and Program Manager

Education

Harvard Business School, MBA
University of Wisconsin, Madison, MS, Computer Science
Indian Institute of Technology, Kanpur, B. Tech., Computer Science & Engineering

Testimonial

"As one of our early backers, Avnish and the Matrix team have been fantastic partners who are always by our side. Avnish has been my go-to person for advice, insight and brainstorm, ever since Matrix came onboard. Their experience of being entrepreneurs and their understanding of the local market, makes them the most preferred choice for fast growing Indian startups."

--Bhavish Aggarwal, Founder, Ola

"If you are given one wish as an entrepreneur, it should be to build your company alongside the absolute best people you can find. And by that logic, if you are given one wish to pick your investor, the number you want to dial is of someone like Avnish. He is more than just a financial investor, and has been a trusted sounding board when I need to make nail-biting decisions about my company. He understands entrepreneurs, as well as all the variables they face, because he has been one himself."

--Pranay Chulet, CEO, Quikr

Honors/Memberships

EO/YPO Mumbai
Top 25 Young Achievers in India by leading news magazine – 2005
Member of various industry bodies and entrepreneurship cells