

AADIL ATTARWALA

PERSONAL PROFILE

I am a pragmatic and results-driven professional with a diverse background encompassing entrepreneurship, product management, and strategic business development. Throughout my career, I have consistently demonstrated my ability to foster growth, drive innovation, and successfully lead projects to fruition. My expertise in managing end-to-end business operations has ensured a robust successful business, for both goods and service-based products. I hold a deep-seated passion for sustainability, innovation, and the art of creative problem-solving. These elements have consistently been at the core of my professional endeavors.

WORK EXPERIENCE

• odisees (Founders Associate): Aschaffenburg | March 2025-Ongoing

- Assisted in building and optimizing HubSpot forms, workflows, and automations to improve lead management and campaign efficiency.
- Supported CRM data quality, segmentation, and GDPR compliance. Contributed to the smooth operation of multilingual marketing campaigns (DE/EN)

• Carbon-13 Climate accelerator: Berlin | September 2024- December 2024

- Workshopped with over 70 colleagues to ideate on possible tech-driven solutions for the impending climate crisis, concluding in an idea to tackle the high costs of wastewater treatment using low-tech solutions.

• Umber Earth LLP: (Co-founder, Product Manager) | May 2019- December 2024

Bottom Line Spray: Business Development, Product Design

- Designed and developed a portable jet spray for Indian travelers
- Bootstrapped the entire business with over 42% net profitability
- Sourced suppliers and executed production of over 25000 pieces
- Managing accounting, business development, E-commerce and marketing of the organization.
- Key highlights:
 - 5x Revenue growth in 4 years
 - 25000+ D2C customers (80% sales through E-commerce)
 - Sold in over 30 Countries
 - Featured on Shark Tank India
 - Registered Trade-mark for the brand

Adver-city Board game: Product developer, Strategy Design, Sales

- Conceptualized a board game based on the premise of sustainable urban development
- Designed strategy and game metrics
- Sourced suppliers and executed production of over 500 pieces on a bootstrapped budget
- Conducted workshops with schools on using board games as educational devices
- Key highlights:
 - Invited to CBSE conference Jaipur (2022) to train teachers to develop educational board games.
 - Registered the Copyright for the game.
 - Registered Trade-mark for the brand

Brewchacha (Kombucha): Consultant for Business Strategy and Brand Development

- Developed business strategy and branding for the Kombucha
- Sourced suppliers of raw materials
- Created a distribution network through several restaurants in the city of Ahmedabad

CONTACT

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📁 [Portfolio](#)

🌐 www.linkedin.com/in/aadil-attarwala

📍 Munich

📅 20.03.1996

👫 Married

🇮🇳 Indian

KEY ACHIEVEMENTS

Featured on Shark Tank India

Self-Published a book

Invited for the TAISI conference

5x revenue of Bottom Line

25000+ customers reached

SKILLS

Business Development

Customer Relationship Management

Budgeting and Cost Analysis

Enterprise Resource Planning

Business Design

System Design

E-commerce management

Data Analysis

Process Optimization

Sourcing

SOFTWARES

CRM Softwares (Custom made)

Hubspot

Tally Accounting software

Figma

Wix

Wordpress

Microsoft Office

Miro

LANGUAGES

English (Native)

German (B2)

Hindi (Native)

Gujarati (Native)

WORK EXPERIENCE

Furaat Earth Pvt. Ltd.: (CRM Manager) | Jan- Aug 2018

- Designed frameworks for custom CRM software to digitize company-wide data and processes
- Worked on improving labor safety and inventory management through better documentation methodologies

Potatoism and another thought-provoking story | Jan- Jul 2016

- Self-published a novella written from the perspective of a potato

EDUCATION

Brunel University | Sep 2020- Sep 2021

Msc. Sustainability, Entrepreneurship and Design

- **Subjects:** Sustainable Design, Clean Technology, Design Futures, Business Planning, Strategic Sustainable Development and Professional Design Studio
- **Dissertation topic:** How can a variety of outdoor games be used to integrate essential body movements to make fitness-related activities inclusive and enjoyable?
- **Grade:** Distinction

Ahmedabad University | Jun 2014- Jul 2017

Bachelors in Business Administration (Major in Economics and Finance)

- **Grade:** Distinction

Mahatma Gandhi International School | Jun 2012- Jun 2014

International Baccalaureate Diploma

- **Grade:** 40/45

PASSION PROJECTS

Hide & Play | Jan- Mar 2022

- Tested Hide and Play, a business plan based on my Masters Thesis.

Recycle Garbage System Planning | Apr- May 2020

- Implemented a system for a neighborhood of 300 people to recycle up to 75% of all waste.
- Simultaneously cleaned the area, collecting over 1 ton of plastic.

Prototyped a system to develop Biodiesel | Sep- Nov 2017

Designed a Board Game | Sep 2011- Mar 2012

- **Ethni'city':** Creating awareness about Ahmedabad city's culture and heritage amongst the youth.

REFERENCES

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