

Ankur Warikoo

My Failure Resume

I am extremely grateful to be where I am in life. But there were several moments when I wasn't.

It is so easy for us to take our failures seriously and consider them the end of the road. I am the biggest proof that self-doubt exists, and I am equally the best proof that one can overcome it – it's just a battle that never stops.

Inspired by [Johannes HausHofer's CV of Failures](#), I share mine below. With the hope that people realize their problems and challenges are similar to everyone else's. What may be different is the reaction to it. Or their acceptance in the first place.

At the end of the day, when you undress yourself, the scars tell a story that only you know of

Don't wish for more scars

But be surely aware of the ones you have

Perhaps one day you will be proud of them as well

Schools I Did Not Get Into

1998	Did not clear IIT JEE / AIEEE None of the IITs, NITs Did not score enough to get through St. Stephen's Physics Failed the St. Stephen's Computer Science Interview
1999	Did not clear IITs in the second attempt as well
2001	Failed the IIT Delhi MS Physics Entrance Exam Failed the IIT Kanpur MS Physics Interview
2002	Did not get an admit into the PhD Physics Program of Princeton, UC Berkeley, University of Michigan, MIT
2004	Did not get into MBA at IIM Ahmedabad, Bangalore, Calcutta (Applied through the NRI GMAT route)
2005	Did not score enough to get interview calls to MBA at IIM Ahmedabad, Bangalore, Calcutta (Applied through the CAT)

Corporate Roles I Did Not Get

2004	Citibank Analytics Convergys BPO This was when I came from the US with an MS in Physics. Just had to get a job, so applied randomly to 11 companies. Never heard back from any. The above called for an interview but never heard back.
2006	Boston Consulting Group Citibank Deutsche Bank MBA Placements - interviewed with the above. Applied to 7 companies beyond this but none of them shortlisted my profile - McKinsey, Google, Tishman Speyer, Goldman Sachs, Accenture, Infosys.
2010	Google Facebook Post Accentium, I knew I wanted to be within the internet space. Thought PM roles would be best opportunity to learn. But they wanted someone from a technical background.

Investors That Said No (for all the right reasons, or so I think!)

2010	Indian Angel Network Mumbai Angels 9 HNIs This was for a startup idea in the food space. Biggest reason – no relevant experience
2015	Lightspeed Ventures, Saif, Matrix Partners, Helion While pulling off the Management Buyout of Groupon India

Other failures in life

- Used to enjoy coding in school. Gave it up, for no reason whatsoever
- Have not been able to gift my parents a vacation to the US, for 5 years now
- Whenever my son draws me, I always have a mobile phone in my hand
- I am not an expert at anything. Nothing!