

## Sayan SARKAR

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Email: [sayan.sarkar@iimb.ac.in](mailto:sayan.sarkar@iimb.ac.in);

**Research focus:** Entrepreneurial finance; ventures' use of digital resources; disadvantaged entrepreneurs; sensegiving in entrepreneurship

**Teaching focus:** Entrepreneurship; strategy

### ACADEMIC APPOINTMENTS

**Indian Institute of Management Bangalore** 2025-present

Assistant Professor, Entrepreneurship Area

IIMB Young Faculty Research Chair

**The Hong Kong University of Science & Technology** 2021-2025

Assistant Professor, Department of Management

### EDUCATION

**London Business School**

PhD (Strategy & Entrepreneurship) 2021

*Committee: Gary Dushnitsky; Donal Crilly; Olenka Kacperczyk*

Master of Research 2017

**Indian Institute of Management Ahmedabad**

MBA (PGDM) 2010

**Indian Institute of Technology Kharagpur**

B.Tech. (Manufacturing Engineering) 2007

### PUBLICATION & MANUSCRIPTS UNDER REVIEW

Dushnitsky, G., & Sarkar, S. (2022)\*. Here comes the sun: The impact of incidental contextual factors on entrepreneurial resource acquisition. *Academy of Management Journal*, 65(1), 66-92.

*\*Authors listed alphabetically and contributed equally*

Language-Race Intersection in Venture Funding. *Under review at Journal of Business Venturing*.

Concentration of Control by Founder-CEOs. With Jingxuan Lu (HKUST). *Under review at Strategic Entrepreneurship Journal*.

Adverse Effects of IPO Deregulation. *Under review at Research Policy*

### ON-GOING PROJECTS

Which startups benefit most from digital public infrastructure? With Siddharth Natarajan (Nanyang Technological University) and Jingxuan Lu (HKUST). *Data analysis stage*.

Mapping AI's impact on patenting in neglected domains. With Divya Saxena (Tilburg). *Data analysis stage*.

Empirical patterns in India's accelerator/ incubator landscape. *Data collection stage*.

## **TEACHING**

Entrepreneurship & Innovation, HKUST UG, 2022-2025

Entrepreneurial Strategy, HKUST MSc, 2025

## **GRANTS & AWARDS**

### **As faculty member**

PI, Hong Kong Research Grants Council, GRF grant 2024-26, US\$73,000

PI, Hong Kong Research Grants Council, ECS grant 2022-25, US\$81,000

PI, HKUST Post-Doc Matching Fund 2025-2026, US\$21,000

HKUST Research & Development Office grants (2x) 2022-2025, US\$21,000

### **Up to doctoral studies**

LBS Institute of Private Capital grant (x2), 2018-19, £18,000

LBS Leadership Institute grant, 2019, £6,000

UK RADMA post-graduate student support (x2), 2016-17, £2,000

LBS PhD stipend and fees waiver, 2015-20

100 percentile rank in CAT 2007 (IIM admissions exam)

99.4 percentile rank in IIT JEE 2003 (IIT admissions exam)

IIM Ahmedabad MBA tuition fee waiver, 2008-10

Gov. of India NTSE Scholarship (1 of 500), 2001-07

## **INVITED PRESENTATIONS (SELECTED)**

Asian Management Research Conference (AMRC), Hong Kong, 2025

Greater Bay Area Startegy Symposium, HKUST Guangzhou, 2024

Symposium on Entrepreneurial Communication, AOM Boston, 2023

Central European University, Vienna, 2022

Panelist, job market pitching workshop, SMS 2021

BizTalk industry dissemination event, HKUST, 2021

Junior-faculty consortiums at AOM and SMS, 2021-2024

Doctoral consortiums at AOM and SMS, 2019-2020

## **REFEREED PROCEEDINGS & POPULAR PRESS**

Sarkar, S., & Dushnitsky, G. (2023). Sun Cast A Long Shadow? The Long-Term Implications of Short-Term Frictions in Venture Investing. *Academy of Management Best Paper Proceedings* (Vol. 2023, No. 1, p. 13403)

Need Funds (HK BizTalk, October 2021) <https://www.youtube.com/watch?v=fSXN9N7wkq8>

Need funds? Ask investors on a Sunny Day. *Sydney Morning Herald*. February 2021.

Dushnitsky, G., & Sarkar, S. (2018). Variance decomposing of accelerator and cohort effects among London startups. *Academy of Management Best Paper Proceedings* (Vol. 2018, No. 1, p. 10522).

Houlder, D., Nandkishore, N., & Sarkar, S. (2018). Return of the dinosaurs. *London Business School Review*, 29(1), 46-49.

## **ACADEMIC SERVICE**

PhD co-supervision: Jingxuan Lu, HKUST 2023-2025

Undergraduate thesis supervision, HKUST, 2021-2024

Member, HKUST Departmental Seminar Committee, 2023-present

Organizer, AOM symposium on new venture scaling, 2023

Organizer, AOM symposium on entrepreneurial communication, 2023

Ad-hoc reviewer for journals including AMJ, SMJ, Org Sci, Mgmt Sci, SEJ

Ad-hoc reviewer for conferences including AOM, SMS, DRUID

## **INDUSTRY EXPERIENCE (SELECTED)**

Sun Pharmaceutical Industries Ltd., India, 2013-2015

Manager-Corporate Finance; PMO for the largest M&A deal in India's pharmaceutical industry

Tata Strategic Management Group, India, 2010-2013

Senior and Associate Consultant; strategy advice for B2B sector clients from India and overseas

Amazon.com, India, 2009

Pathways leadership program

## **REFERENCES**

Available upon request