

From Executives to Entrepreneurs

The Dropshipping Challenge

85

Entrepreneurs built

17

Businesses
that generated

₹43L

in Revenue



What is the Dropshipping Challenge?

Students dive into the dynamic world of eCommerce, launching businesses from scratch and driving real revenue. They gain hands-on experience in Profit and Loss management, lead various departments, and refine their skills in customer acquisition and marketing.

The journey culminates at the Dropshipping Fair and the Finale, where students present their innovative businesses in a high-stakes pitch to industry judges.



Dropshipping Businesses

🌟 Home Decor & Essentials



Simply Homely



Svarna Casa

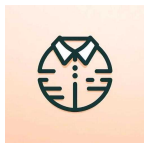


DropHive

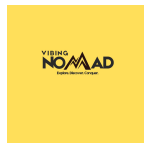


Urban Haus: Home & Living

🌟 Fashion & Lifestyle



Shirtsly



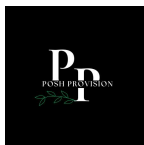
Vibing Nomad



Unleash



Vibrend

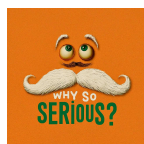


Posh Provision

🌟 Miscellaneous



Multiply



Why so serious?!



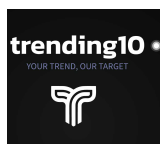
Inskulpt



Le Petit Five



Te Karmik Coffee



Meliorate Technologies



Chai Sutra



Furry Friends

Students Achieved ₹43 Lakhs in 2 Months!

Business	Category	Revenue
Simply Homely	Home Essentials and Lifestyle	₹8,03,807/-
Multiply	Entrepreneurial Services	₹7,79,974/-
DropHive	Home Essentials and Gadgets	₹5,51,225/-
Inskulpt	Stationery & Gifts	₹3,49,000/-
Shirtsly	Personalized Fashion	₹3,36,496/-
Unleash	Personalized Fashion	₹2,62,000/-
Why so serious?!	Tech-enhanced Toys	₹2,48,728/-
Svarna Casa	Home Essentials and Lifestyle	₹2,33,000/-
Vibing Nomad	Travel & Activewear	₹1,61,288/-
Le Petit Five	Gourmet Desserts	₹1,61,000/-
Vibrend	Trendy Fashion Wear	₹99,781/-
Furry Friends	Pet Accessories	₹90,330/-
Posh Provision	Premium Perfumes	₹89,900/-
Chai Sutra	Health & Wellness - Teas	₹64,415/-
Urban Haus: Home & Living	Home Essentials and Lifestyle	₹54,043/-
Karmik Coffee	Personalised Coffee Experience	₹51,530/-
Trending10	Curated Clothing Collections	₹39,095/-

A group of people, mostly women, are working on jewelry in a workshop. They are surrounded by various jewelry-making tools and materials. In the foreground, there is a wooden display stand with several rows of finished jewelry, including necklaces and earrings. To the right, a woman is working on a piece of jewelry, possibly a necklace, which is hanging from a stand. The background shows more people working and some equipment, including a sign that says "VIEWIR". The overall atmosphere is one of a busy, creative workspace.

Dropshipping Businesses: In-Depth Insights of the Top Teams

Simply Homely

Make Your Home Your Own

From stylish home decor to essential utilities, featuring elegant idols, charming miniatures, practical bottle cleaners and vacuum cleaners.

Gross Profit Margin

74.67%

₹8.03L

Revenue

₹35K

Net Profit

★ Meet The Team



Vatsal Bahl

Head of Operations- AdInterest



Joohee Shherma

Founder's Office - Stealth



Neha Kadian

High School English Teacher -
DPS, Gurugram



Ameet Khalsa

Accounts Associate -
NorthStarDoc



Mohammed Rinas

Director - Lagnuvo Power Track

DropHive
Like it, Hive it

Offering curated essentials that elevate your lifestyle, from cozy decor to practical kitchenware.

Gross Profit Margin

29.20%

₹5.51L

Revenue

₹1.12L

Net Profit

★ Meet The Team



Rohan Kohli

Product Manager - BoxBrownie



Ketan Dhariwal

Head - Sales Training and Development - Masters' Union



Ankita Kumari

Assistant Manager - The Indian Hotels Company Limited



Sarthak Kapoor

Software Developer - Property Guru



Angshuman

Associate General Manager - Maruti Suzuki India Limited

Inskulpt

Weaving Ideas into Sculpted Stories

Delivering a sanctuary for mental health through empowering calligraphy posters and beautifully designed diaries for journaling and self-expression.

Gross Profit Margin

46%

₹3.49L

Revenue

₹1.45L

Net Profit

✦ Meet The Team



Shreya Tiwari

Founder's Office Consultant -
AADI IDEOLOGY SERVICES



Pranjali Khera

Senior Tax Analyst - KPMG India



Narshardul Joshi

Tech Representative IV -
Johnson Controls



**Balajothi
Thirumurugan**

Product Manager - Ajio

Unleashed

Your Canvas, Your Style

Delivering unique fashion and lifestyle choices, starting with custom print-on-demand t-shirts and expanding to shoes, mugs, jewelry, and planners.

Gross Profit Margin

31.50%

₹2.62L

Revenue

₹20K

Net Profit

★ Meet The Team



Siddharth Kumar

Senior Manager - Spaceworx



Binoy Shah

Director Of Operations -
Soham ERP Solutions Private
Limited



Pooja Doshi

Chartered Accountant -
Pooja Doshi and Associates

Reaching Milestones: Here's what the students have to say!



Joohee Shherma

Marketing-first Entrepreneur | Executive MBA at Masters' Union Class of 2025
3d



1 MILLION INR IN SALES WITHIN WEEKS!



Joohee Shherma

Marketing-first Entrepreneur | Executive MBA at Masters' Union Class of 2025
Published Aug 5, 2024

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Our journey began with almost zero budget. The first sale we made was through a stall we set up at [Masters' Union](#). However, it was a national holiday, and the campus was nearly empty, save for a few employees and teachers. Despite the low turnout, we showcased our products, which at that time were solely religious idols. One of the highlights of the day was a visit from [Pratham Mittal](#) himself, who appreciated our dropshipping theme and the product choice. His encouragement was a much-needed morale boost. **By the end of the day, we had made sales worth 12,000 INR.** This initial success provided us with the funds to start our online sales efforts.

Birthday at the Dropshipping Fair: Where Business meets Celebration!



Divik Tyagi

Scaling Brands from 0 to 1 🚀 | Growth Marketing Manager | Executive MBA'25 at Masters' Union
3mo · Edited

It was my birthday 4 days ago and I have never celebrated it like this!

As a part of our Drop shipping Fair at **Masters' Union** PGP program, we were given to start our very own dropshipping business in less than 2 months. 🎉

We chose to build a brand **Svarna Casa** which our team scaled to **150+ customers** in one month, via person to person selling and sold over **1.3 Lac** worth of products in one single day at our final Fair Day at Galleria Market Gurugram. 📢

At **Svarna Casa**, we decided to launch premium bedsheets, towels and gift hampers at affordable prices and our team made it more than a success by building a large consumer



Here's a Peek into the Challenge



Ready to dive in?

PGP Rise

Career **Reset** Programme
for Mid-Career Professionals

12 Months | 2x Immersions (Intl. + Domestic) | Online/In-person Weekend Classes

[Book 1:1 Profile Review](#) ➔

