

STATEMENT OF PURPOSE

Master of Business Administration (2027-29) | Indian Institute of Management, Indore

APPLICANT

Priya Agarwal

BACKGROUND

B.Com, Gwalior

EXPERIENCE

1 year, accounts and operations

When I was fourteen, my father asked me to count the cash at our hardware shop in Gwalior one Sunday night. The drawer showed Rs. 2,400 less than his notebook. We spent two hours going through bills, and the mistake turned out to be a supplier payment he had entered twice. He was not angry. He only said, "If I had a system, you would not be sitting here." That sentence is the reason I am applying for an MBA.

Academic background

I completed my B.Com at Jiwaji University through a local college in Gwalior, with 74 percent overall. It is not a famous college, and I did not pretend otherwise to myself. I learned early that if I wanted to stand out, it would have to be through what I did beyond the syllabus. In my second year I started helping a lecturer, Mrs. Tomar, maintain the accounts of a local women's self-help group, and I taught myself Tally and advanced Excel on YouTube in the evenings. I scored highest in Cost Accounting in my batch, but the more useful lesson was a practical one: the numbers on paper rarely tell you why a business behaves the way it does.

Work experience and family business

Growing up around the shop meant I heard business talk at dinner: credit given to contractors, late payments, a competitor opening across the road. I did not call it management then. After graduating in 2025 I joined Maheshwari Agro Traders, a mid-sized grain and seed distributor in Gwalior, as an accounts and operations executive. In one year I reconciled supplier ledgers, tracked stock across two godowns and prepared the monthly receivables report.

One thing I am proud of is small. Overdue payments from dealers were around Rs. 38 lakh, and nobody had a clear picture of who owed what and for how long. I built an ageing sheet and began calling the oldest accounts myself with the owner's backing. Within five months, overdue amounts fell by almost a third. But I also saw my limit. I could tell the owner what was wrong, but I could not tell him whether to stop supplying a dealer, or change credit terms, or invest in a delivery vehicle. I did not have the framework for those decisions, only instinct.

Why an MBA

I have tried to be honest about whether I need the degree or only want it. What I need is structured training in finance and operations strategy, and exposure to people who have seen businesses much larger than mine. At the distributor, I made decisions with one or two data points. I want to learn how to build a case, challenge it and defend it in front of people who disagree. I also want to understand where a family-run company can adopt professional systems without losing the trust that holds it together. Nobody teaches that in a B.Com.

Career goals

In the short term, I want to work in a business consulting or corporate finance role, ideally with agri-business or FMCG clients, where I can see how supply chains and credit really work at scale. In five to seven years, I want to return to the family of businesses I grew up around, in Madhya Pradesh's trading towns, and help them move from notebooks to systems. My long-term goal is to set up a financing and inventory advisory firm for small distributors, who are too small for big consultants and too complex for a plain accountant.

Why IIM Indore

I chose IIM Indore for specific reasons. The finance and operations electives fit my goals closely, particularly the supply chain analytics and working capital courses. The case-based method matters to me because it forces the kind of argument I struggled with at work. I have also spoken with two alumni, one now in a fertiliser company's finance team, who told me how much the peer group changes your thinking. Indore is also two hundred kilometres from my home, in a state whose business ecosystem I want to work in. I do not see it as a stepping stone; I see it as the right place to learn what I need.

What I bring

I bring ground-level knowledge of how small Indian businesses actually run: cash flow stress, trust-based credit, thin margins. I bring discipline from working part-time while studying, and I am comfortable saying 'I do not know yet' and then finding out. I will be a classmate who asks practical questions.

My father still keeps his notebook, though he now also uses the sheet I made. I would like to spend the next two years learning how to build the larger system that he once said he needed, and then build it.