

Jay Aherkar

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📍 Pune, India

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Experience

Cofounder & Director @ Saafwater

Jan 2022 – August 2026

Built go-to-market from zero for a category with no budget line in Indian public procurement: ~₹27 Cr in orders in two years, including a 1,000-unit order from the Government of Goa. Statewide across Goa (~1.7M people, ~720 MLD monitored), now expanded into Maharashtra and Jharkhand. Led product development, partnerships and growth.

Business Development Intern @ Dell Technologies

Jul 2019 – Aug 2019

Learnt to manage, scale, and engage effectively with a wide network of business partners, strengthening collaboration and supporting growth initiatives.

Product Design Intern @ IBM

Oct 2018 – Nov 2018

Contributing to product development through UI/UX design, customer research, and hands-on prototyping.

Education

Gokhale Institute of Politics and Economics

Bachelor of Science, Economics

Fergusson College

HSC

Jnana Prabodhini Navanagar Vidyalaya

SSC

Projects

Saafwater (Water Intelligence System)

Website

Saafwater helps industries (process control, F&B) and governments monitor Water and Wastewater Treatment Plants (WTPs, STPs, ETPs) and distribution networks with an affordable, low-maintenance, and accurate water quality monitoring platform. Without it, industries often depend on skilled operators or slow manual tests, which raise long-term costs and inefficiencies. We are already monitoring water quality for over 1.7 million people, including the entire state of Goa, with many more projects in the pipeline.

Ayuspray

In high school, developed a herbal spray designed to reduce harmful airborne microorganisms. The project involved researching natural antimicrobial ingredients, formulating safe blends, and testing their effectiveness in improving air quality.

Awards & Recognition

Call for Code Global Challenge Global Winner

News Release

Awarded by IBM and supported by Samsung, Arrow Electronics, and David Clark Cause, with former U.S. President Bill Clinton as one of the eminent judges for the Call for Code 2021 Global Challenge. Received prize money of \$200,000.

Hon. PM of India Narendra Modi appreciating Saafwater

Video

In his Mann Ki Baat address, Hon. PM Narendra Modi congratulated us on winning the Call for Code Global Award and appreciated Saafwater while emphasizing the importance of water monitoring solutions in India.

Miscellaneous

I enjoy football, badminton, and single-player games like Ghost of Tsushima and The Witcher 3.

I love reading and have a personal library of over 2,000 books..

Outside of tech and hardware, I love listening to music on my fancy IEMs.