

# Ali Ahmed

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## EDUCATION

### University of California, Berkeley

B.A. Economics (Honors) & B.A. Computer Science (Honors) - May 2019

*Certificate in Entrepreneurship & Technology*

GPA 3.82

### European Innovation Academy | Nice, France

June 2016 - July 2016

International Accelerator Program. Transformed Citizen+, a political technology idea, into a startup. Crafted business strategy, including product differentiation, go-to-market, and growth strategy. Developed minimum viable product and iterated for product-market fit, pitching to investors.

### Sidwell Friends School | Washington, D.C.

September 2011 - June 2015

Competed in NCFL National Debate Championship (x2). Head of Debate Team, Golf Team, Investment Club. Newspaper Op-ed contributor.

## EXPERIENCE

### Archer | Software Engineering, Business Development

January 2018 - August 2018

- Founding member of startup building network analysis platform for investigators and data analysts; ([archerimpact.com](http://archerimpact.com)).
- Led business strategy, analyzing revenue sources, competitors and go-to-market. Brought on 115+ partners, conducted 8 user interviews.
- Raised initial \$5,000, crafting pitch and assisting with financials. Analyzed, proposed and changed corporate structure to for-profit.
- Received award from US Treasury for software deployment using US sanctions data, 70+ weekly active users. ([viz.archerimpact.com](http://viz.archerimpact.com)).

### Archer | Product Manager, Engineering Lead - Data Acquisition Team

August 2017 - January 2018

- Led team to create and optimize proprietary distributed web scraper using Apache Kafka, Redis, Scrapy, and Google Cloud Services.
- Scraped 5 million public records a day, optimized workers avoiding IP blocking, captchas and other security features.

### Way2B1 | Full Stack Software Engineering Intern

May 2017 - August 2017

- Designed and developed expense tracker mobile application using React Native, MobX, Express.js, and Plaid financial services API.
- Created clock, checklist, counter, PDF preview and image resizing for document editor product using React and MobX.
- Refactored investment management software to handle business logic in backend and store modified data in PostgreSQL database.

### CKPantry | Co-founder

October 2015 - April 2016

- Launched an on-demand grocery delivery network for students in Clark Kerr Campus at UC Berkeley, in my freshman year dorm.
- Spearheaded marketing efforts, acquiring 100+ customers with over 500 deliveries in initial 3 months.
- Maintained e-commerce platform, from supply chain management to payment processing and tracking finances.

## LEADERSHIP

### Sutardja Center for Entrepreneurship & Technology Student Association | President

August 2016 - Present

- Manage partnerships with corporate sponsors including Andreessen Horowitz, Microsoft, Facebook, and CityInnovate.
- Drafted sponsorship package, created pitch-deck, and secured Andreessen Horowitz and CityInnovate as corporate partners.
- Coordinated 8 paid events for sponsors including panels, recruiting, and networking events with 100-300 students in attendance.

### Vice Chancellor's Student Advisory Council for Undergraduate Education | Member

August 2016 - Present

- One of 14 chosen to advise Vice Chancellor on strategic initiatives, representing the computer science and entrepreneurship community.
- Restructured freshman orientation from several 2 day summer programs to an 8 day program covering 9,500 students and 500 volunteers.

### Undergraduate Economics Association | Officer, Academic Affairs Committee Co-Chair

January 2016 - December 2016

- Coordinated 35 person committee consisting of weekly member presentations on recent macroeconomic topics.
- Reorganized committee application and recruitment process, increasing number of applicants from 13 to 144.
- Planned 2 faculty-student luncheons; led 3 'salons' on the economic impacts of the US presidential election, Brexit, and Saudi oil policy.

## PROJECTS

**Transnational Security Collider:** Built D3.js, Python (Flask), Neo4J application used to visualize terrorist activity on Twitter. Presented in Washington DC to US Treasury Department - Office of Terrorism and Financial Intelligence, at their request.

**CalExams:** Developed app creating personalized exam schedule for students. Used more than 800 times. [calexams.com](http://calexams.com)

**Actions:** Conducted competitor analysis for product-market fit. Cultivated client relationships. 3,000 users. [actions.com](http://actions.com)

**Machine Learning Analysis of FOMC Transcripts:** Economic research paper analyzing relationship between words said in FOMC meeting transcripts and changes in federal funds rate. [fomc-ml](http://fomc-ml)

**Clara AI:** Developed app at YHack'17 that provides sentiment analysis and classifies news by political alignment. [claraAI](http://claraAI)

**Politik:** Developed app at CalHacks'17 and TreeHacks'18 allowing users to vote on legislation and communicate with their reps. [politik](http://politik)

## Honors and Awards

YHack 2017 @ Yale - *Most Entrepreneurial Hack*

CalHacks 2017 @ UC Berkeley - *Expo Grand Prize*

TreeHacks 2018 @ Stanford - *Best of use of mLab*

US Treasury Department - *Challenge Coin*

California Alumni Association - *Leadership Award ('15, '16, '18)*

Dean's List - (*Spring '16*); Honors To Date - (*'15, '16, '17, '18*)

## RELEVANT SKILLS & COURSEWORK

**Python** CS C8: Foundations of Data Science // A+  
**Pandas / NumPy** CS C100: Principles and Techniques in Data Science  
**PostgreSQL** Stat 88: Probability and Mathematical Statistics in Data Science

**Econ 141:** Honors Econometric Analysis  
**Econ 191:** Topics in Economic Research  
**Econ 115:** The World Economy in the Twentieth Century

## INTERESTS

Jazz (Alto Saxophonist), Reading The Economist Magazine, Golf, Poetry (Bukowski), Comedy.