

Ali Ahmed

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EDUCATION

Harvard Business School | Boston, MA

M.B.A., General Management. Deferred Admission under 2+2 Program.

Expected September 2021 - May 2023

University of California, Berkeley | Berkeley, CA

B.A. Computer Science (Department Honors) & B.A. Economics (Department Honors). GPA: 3.84

August 2015 - May 2019

Certificate in Entrepreneurship & Technology

Sidwell Friends School | Washington, D.C.

September 2011 - June 2015

Competed in NCFL National Debate Championship (2x). Regional DC Metro-Area Debate Finalist (3x). Coaches Award, Golf Team.

EXPERIENCE

Simplata | *Co-founder, Chief Operating Officer*

December 2018 - Present

- Developing a B2B data analytics and visualization platform that facilitates data analysis and insights (simplata.io).
- Negotiated and signed our first \$33,000 contract to visualize 3 year investigation tracking \$363 million of transnational illicit financing.

Archer | *Software Engineering, Business Development*

January 2018 - August 2018

- Founding member of 6 person startup that evolved from Archer Labs; building network analysis software for analysts (archerimpact.com).
- Analyzed, proposed, and changed structure, creating for-profit entity. Raised initial \$5,000 in funding, crafting pitch and financials.
- Led business strategy team, analyzing revenue sources and competitors. Engaged 115+ interested partners, ran 8 in-depth interviews.
- Implemented product strategy, developing frontend data management and user features such as the graph sidebar and document-tagging.
- Received award from US Treasury for software deployment revealing connections within US sanctions data, 70+ weekly active users.

Archer Labs | *Product Manager, Engineering Lead - Data Acquisition Team*

August 2017 - January 2018

- Founding member of 23 person technology non-profit, building custom tools for defense analytics and human rights organizations.
- Led team of 4 to design and create distributed web scraper, efficiently scraping 5 million public records a day for clients to analyze.

Way2B1 | *Full Stack Software Engineering Intern*

May 2017 - August 2017

- Diagnosed gap in product offering, proposing and later developing new mobile expense tracker for clients to better budget expenses.
- Refactored investment management software to handle business logic in backend and to 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 the 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 3 paid events per sponsor 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 29 chosen to advise Vice Chancellor on strategic initiatives, representing the computer science and entrepreneurship community.
- Provided perspective, feedback and input on the efficacy of campus programs including orientation, housing, and academic requirements.

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.

RESEARCH & PROJECTS

Transnational Security Collider: Developed graph analysis thesis application 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. Used nearly 900 times in the week prior to exams. calexams.com

Actions: Conducted competitor analysis for product-market fit. Cultivated client relationships. Reached 3,000 users. actions.com

Honors and Awards

YHack 2017 @ Yale - *Most Entrepreneurial Hack*

CalHacks 2017 @ UC Berkeley - *Expo Grand Prize*

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

Measuring Income Inequality in Pakistan: Economics honors linking tax, survey and national accounts data to estimate income concentration. Advised by Gabriel Zucman, Emmanuel Saez. pk-iw

Machine Learning Analysis of FOMC Transcripts: Economics paper analyzing link between words said in Federal Open Market Committee meeting transcripts and federal funds rate changes. fomc-ml

Politik: Developed app at CalHacks'17 and TreeHacks'18 allowing users to vote on legislation and communicate with their reps. politik

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)

INTERESTS

Jazz (Alto Saxophonist), Comedy (Stand-Up), Golf, Economics, Politics, Policy, Global Affairs, and Poetry (Bukowski).