

# Ali Ahmed

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## EDUCATION

### University of California, Berkeley

B.A. Computer Science (Department Honors) & B.A. Economics (Department Honors) - May 2019  
Certificate in Entrepreneurship & Technology

GPA 3.83

### European Innovation Academy | Nice, France

June 2016 - July 2016

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

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

September 2011 - June 2015

Completed 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](http://simplata.io)).
- Negotiated and signed our first \$33,000 contract to visualize 2 year investigation tracking \$45 million of transnational illicit financing.
- Hired 2 people, established goals and cultivated norms. Accepted into accelerator providing mentorship and workspace ([freeventures.org](http://freeventures.org)).

### 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](http://archerimpact.com)).
- Analyzed, proposed, and changed structure from non-profit to for-profit. 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 solutions 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 14 chosen to advise Vice Chancellor on strategic initiatives, representing the computer science and entrepreneurship community.
- Assisted with restructuring of orientation from 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.

## RESEARCH & PROJECTS

**Transnational Security Collider:** Developed graph analysis 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](http://calexams.com)

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

## INTERESTS

Jazz (Alto Saxophonist), Comedy (Stand-Up), Reading The Economist Magazine, Golf, Politics, Policy, and Poetry (Bukowski).

**Measuring Income Inequality in Pakistan:** Economics honors thesis linking tax, survey and national accounts data to estimate income concentration. Advised by Gabriel Zucman, Emmanuel Saez. [pk-iw](http://pk-iw)

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

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