

Ethan Child

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EDUCATION

Dartmouth College

Hanover, NH

Bachelor of Arts, Double Major in Computer Science and Economics - GPA: 3.73/4.0 ACT: 35

December 2025

Key Coursework: Algorithms, Object Oriented Programming, Databases, Game Theory, ML & Stat. Analysis, UI/UX, Cybersecurity

WORK EXPERIENCE

Ramp

New York City, NY

Incoming Sales Development Intern

June 2025-September 2025

Battery Ventures

San Francisco, CA

Venture Capital / Growth Equity Intern

December 2023-September 2024

Potential Early-Stage Investment in the Marketing Mix Modeling (MMM) Sector:

- Ran customer interviews to build user empathy, created ARR waterfalls to evaluate startup's financial viability, and built domain expertise in the MMM space to analyze market forces and evaluate investment
- Passed on investment, but provided the following product/strategic advice with passing rationale to CEO:
 - o Executive intent to focus development on a digital twin, rather than the core marketing suite
 - o Misaligned strategy: using MMM suite to drive leads for the digital twin instead of vice versa, limiting sales potential

Potential Early-Stage Investment Within the Physical Security Sector:

- Fielded customer calls to evaluate product market fit and estimate the size of the pain point addressed
- Built a data pack with an in-depth analysis of the company's market opportunity/financial metrics

Potential Early-Stage Investment in the Ticketing Sector:

- Built a market diligence deck and a data pack with an in-depth analysis of company growth and risks
- After diligence, convinced management to pass given Ticketmaster's monopoly and market power over the industry

Other Impact:

- Developed an analyst-level investment pipeline, sourced companies, drafted outreach emails, fielded initial CEO calls, executed market diligence, and pitched top companies to leadership unsupervised while other interns performed these roles supervised.
- Work at Battery resulted in >20 proprietary deals, including leading sourcing / diligence work in the physical security, ticketing, gaming payments, marketing mix modeling spaces. Maintained a weekly sourcing output of 100+ companies.
- Managed the 50-student Externship program, taught 16 VC lessons, yielding ~2,000 companies sourced and 17 diligence projects
- Interviewed over 600 Extern applicants, assessing investing insight, technology knowledge, and leadership potential.

Battery Ventures

Remote

Venture Capital / Growth Equity Extern

May 2022-May 2023

- Recognized for outstanding performance and invited for a full-time internship - 1 of 6 externs invited back from a pool of 253
- Sourced over 100 venture and growth-stage B2B SaaS companies, focusing on application layer solutions
- Led due diligence on food manufacturing software, identifying and recommending 5 key investment targets

PROJECTS

Fundraising Consultant

Consultant

- Advised AI healthcare startup on raising \$25K by refining pitch deck, connecting with angels, and coaching presentations.
- Team was previously unable to raise money, and cited my help as "crucial to their ability to raise capital".

AI Customer Service Coaching Agent

Full-Stack Developer

- Coded an AI agent that pulled 4K+ tickets from a CS rep and wrote a performance review, complete with references.
- Work reduced time to review from ~3 hours to minutes, allowing for more frequent reviews and visibility into team dynamics.

Pong Ping

Full-Stack Developer / Product Manager

- Used Jira and Github to manage 5 devs in a full-stack environment to build a campus-wide app for pong matchmaking
- Used Bun, MongoDB, Typescript, and Axios to build game lobbies, tournament brackets, and a four-player ELO score algorithm

EXTRACURRICULAR ACTIVITIES

Dartmouth Men's Rugby Team

Hanover, NH

First Team Front Rower

September 2022-Present

- Practiced 5 times a week with the first team, travelling on Saturdays to compete, contributing to a Top 10 finish in NCR D1.

Korean Student Association (Mentor), Boxing Club (Member), Sigma Nu (Member)

SKILLS

Technical: Sourcing, MySQL, C, Python, TS, GitHub, Jira, MongoDB, Financial Modeling, Business Analysis, Agentforce