Ethan Child

Website: https://echild.me/

+1-301-807-5401 | ethanvchild@gmail.com | Github: https://github.com/Ebop14

EDUCATION

Dartmouth College   Hanover, NH

Bachelor of Arts, Double Major in Computer Science and Economics - GPA: 3.8/4.0 ACT: 35   December 2025

Key Coursework**:** Databases, Game Theory, Algorithms, ML & Stat. Analysis, UI/UX, Security and Privacy, Econometrics

WORK EXPERIENCE

Battery Ventures   San Francisco, CA

Venture/Growth 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

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

Work Hard Play Hard

- Developed a social wellness app prototype for college students, optimizing UI/UX with feedback from 10+ users
- Received citation from professor for "a profound level of dedication to the field of UI/UX"

Hacklab CTFs (Cybersecurity Binary Analysis)

- Used brute force, integer/buffer overflow, ROP chains, and format specifier exploits to find flags and exploit binaries
- 1 of 4 students to find a flag for a difficult CTF, and only student to find/use an unintended exploit in the server

Nuggets Multi-Player Game

- Managed three developers to integrate server-client communication seamlessly for multiplayer game in C
- Implemented a ray-tracing algorithm for visibility checking, ensuring smooth client-server interaction

EXTRACURRICULAR ACTIVITIES

Dartmouth Men's Rugby Team   Hanover, NH

First Team Front Rower   September 2022-Present

- Practiced 5 times a week with team and helped contribute to a Top 10 finish in NCR D1
- Reviewed application essays for >10 prospective student-athletes and assisted admissions standards

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

SKILLS

Technical: MySQL, C, Python, Java, HTML, CSS, React, Figma, GitHub, Salesforce, Jira, Database Design, Cybersecurity Principles