ADITI RAJAGOPAL

248-892-3484 • araja@umich.edu • linkedin.com/in/aditirajagopal

TECHNOLOGIST with demonstrated experience in product development, data science, open source commercialization, and cutting-edge software engineering. Proven success in multidisciplinary problem solving, deal sourcing, technical due diligence, fostering collaborative relationships with founders, startups and community development organizations.

EXPERIENCE

Invest Detroit (ID) Ventures   **June 2021-Present**
Associate
ID Ventures is the most active early stage venture capital firm in Michigan, focused growing the Midwest startup community
- Developing relationships with founders and ecosystem partners to build deal-flow pipelines, support and talent networks, events and training programming for Michigan based startups
- Conducting technical, tactical and financial due diligence on pre-seed to series A investment opportunities
- Designing and implementing data systems to manage and monitor fund and portfolio performance KPIs

CoderPad – San Francisco, CA   **January 2021-June 2021**
Product and Data Operations Intern
Backed by Summit Partners, CoderPad is the leading technical interview platform used by FAANG and 1800+ others to make hiring easier and equitable
- Recruited by and reporting to the CEO to drive insights at the intersection of data science and business; board observer
- Implemented data driven decisioning in support of growth and profitability of self-service and enterprise business segments; drove experiments via product A/B testing and sales lead scoring
- Collaborated across product, operations, engineering and marketing to drive feature development and product roadmap

Fin Capital   **Oct 2020-April 2020**
Venture Fellow
Fin Capital is a global, multistage venture capital firm focused on the intersection of financial services and technology
- Aided investment team with deal and LP sourcing (US, UK, MENA), technical diligence, and supporting portfolio companies via business and product development
- Formulated investment strategy on B2B fintech infrastructure technologies (AI/Machine/Deep Learning, Big Data/Analytics, Cybersecurity, RegTech, Infrastructure, and ESG)

Transworld Systems Inc – Charlottesville, VA   **Oct 2020-May 2021**
Data Science Consultant
Transworld Systems Inc (TSI), is a provider of accounts receivable management, debt collections, and loan servicing solutions
- Managed a team of 4 and applied agile methods to develop statistical, marketing research models used to analyze the impact of communications across digital and non-digital channels and customer segments to spur revenue generation
- Provided managerial recommendations and data strategies for TSI to adapt to an evolving regulatory landscape

Transform Capital – Menlo Park, CA   **Summer 2020**
Summer Associate
Transform Capital is a nascent venture capital firm run by industry veterans seeking to invest in late stage companies
- Prospected new, recession-proof, investment opportunities to drive insight for fund partners, including technical and financial due diligence, market research, and intellectual property evaluation
- Evaluated over 500 companies, sourced one of the 2 deals (Passport) that closed during 2020 Q3
- Designed and curated a database of total opportunity to optimize deal flow, partnerships, and prospective LPs via data mining methodologies; initiated introductions and strategic discussions to expand market opportunities and co-investments
- Redesigned and streamlined marketing and branding material to showcase Transform's investment thesis and strategy, and to attract potential limited partners and portfolio companies

IBM – Rochester, MN   **2014-2019**
Web Technologies and DevOps Engineer   **2016-2019**
- Led an incubation team of 4 to develop IBM's next generation container service: IBM Kubernetes Service (IKS); scaled IKS from 1 to 35 data centers in 6 geographic regions, supporting 20,000 production containers with 99.99% uptime
- Launched IBM Observability platform in partnership with LogDNA and Sysdig; worked with a cross-functional team of internal and external engineers, designers, and product owners to manage timelines, designs, and functionality goals
- Managed the migration of IBM cloud services and clients (including blockchain and machine learning offerings, weather.com, and 2000 enterprise clients) to use IKS; provided operational support and enhancements with DevOps teams
- 2 patents granted, 6 patents pending by United States Patent and Trademark Office (USPTO) focused on cloud, internet of things, cybersecurity, and user interfaces; appraised patent applications as an IBM intellectual property board member
- Designed and promoted usability standards with global teams for an open source design framework used by 150+ products
- Selected as an IBM Rochester rising leader (top 1% of employees); served as an IBM ambassador for the Chamber of Commerce and Society of Women Engineers (SWE); Delivered a keynote at SWE annual conference (1,200+ attendees)

IBM – Rochester, MN

Open Source Technologies Engineer **2015-2016**
- Developed and presented a strategic roadmap on emerging technologies to IBM Cloud Vice Presidents ($1B addressable market) by evaluating open source projects (OpenStack, Kubernetes, Docker), competitors and market trends
- Highlighted as "IBM's rising tech talent" in 2015-2016 global multimedia recruiting campaign (top 0.01% of company)

Software Test Engineer **2014-2015**
- Drove test automation for IBM Cloud Manager with OpenStack; reduced process from 5 hours to 30 minutes per deployment; presented analysis and best practices to 2 executives in the Systems Technology Division 4 months into job
- Founded and secured funding for two affinity groups: IBM Rochester New Hire Network, and IBM Rochester Women's Networking Group; created playbooks for global offices to start their own local chapters

---

EDUCATION

University of Virginia Darden School of Business and School of Data Science – Charlottesville, VA **May 2021**
Candidate for Master of Business Administration and Master of Science in Data Science – Full-Time Program
- Concentrations in Business Analytics, Business Development & Growth, Entrepreneurship, Marketing, and Strategy
- Forté Foundation Fellow, Darden Foundation scholarship winner
- Venture Fellow with AmplifyHer Ventures and Cleo Capital
- Finalist, Deloitte Case Competition (top 2 out of 25 teams) and Small Business School Challenge (top 2 out of 22 teams)
- VP for Darden's Entrepreneurship & Venture Capital and Data Science Clubs, School of Data Science Board Advisor
- Published business case studies in Venture Capital (in collaboration with UC Berkeley Haas faculty), Big Data/Business Ethics, and Open Source Technologies (in collaboration with UVA School of Data Science faculty)
- Mentored student founders in product market fit, technical product development, rapid prototyping, and graphic design

University of Michigan College of Engineering – Ann Arbor, MI **May 2014**
Bachelor of Science in Engineering - Computer Engineering, Certificate in Entrepreneurship
- Startup internships with SAY Media (Series D, UI/UX Engineering) and RePunch (Pre-seed, Product Management)
- 2014 Willie Hobbs Moore Aspire, Advance, Achieve Award Winner (for STEM Leadership & Mentoring)

ADDITIONAL INFORMATION
- Highly Skilled in Python, R, Git, SQL/PostGreSQL, BigQuery, Agile, Google Cloud Platform, UI/UX, AWS, Tableau/Mode, Data Analytics/Visualization, PyTorch, TensorFlow, JavaScript/ReactJS, HTML/CSS, Adobe Creative Suite, DevOps
- Graphic designer and social media manager for local government candidate (2014 school board election)
- Freelance artist - brewery packaging, t-shirts, podcast logos etc; was commissioned to paint three 4ft x 5ft acrylic paintings in 2019, see portfolio here: aditirajagopal.com
- Active member of the Society of Women Engineers; elected as treasurer of Minnesota Professional Section (2017-2019)