

Alexandra Roumeliotis

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EDUCATION

NORTHWESTERN UNIVERSITY

Bachelor of Arts in Computer Science, 4.0/4.0 GPA

Evanston, IL

Expected June 2022

- *Study Abroad:* London School of Economics (LSE) in Summer 2019
- *Award:* National Center for Women in Technology (NCWIT), *Aspirations Award (2017)*
- *Relevant Coursework:* Human Computer Interaction, Microeconomics, Macroeconomics, Data Structures and Algorithms, Introduction to Computer Systems, Mathematical Foundations of Computer Science, Linear Algebra, Statistics for Social Sciences

PROFESSIONAL EXPERIENCE

DEUTSCHE TELEKOM CAPITAL PARTNERS (DTCP)

Summer Venture Capital Analyst

Menlo Park, CA

July 2020 – September 2020

- Built financial models and analyses to understand viability of growth stage SaaS companies in firm managing \$1.7B assets.
- Conducted due diligence on growth stage companies' market size, product viability, and operating team; identified and presented key potential investments to partners.
- Programmed user-friendly tool to extract and transfer company data from the web into firm database; increased efficiency by 90%.
- Conducted data-driven research project to identify key trends predicting IPO status; explored company data using SQL, analyzed and visually represented data via Matplotlib, identified five new trends which the firm considered in evaluating forthcoming deals.

DREAM MACHINE VENTURE CAPITAL

Summer Venture Capital Analyst (2018 & 2019), Part-Time School Year Intern

San Francisco, CA | Evanston, IL

June 2018 – July 2020

- Compiled and drafted investment recommendations for founding partner Alexia Bonatsos, ex-Co-Editor of Tech Crunch, in multi-million-dollar seed investment firm; performed qualitative and quantitative research on market (TAM) and company analysis.
- Discovered and introduced potential new investments via research and personal network; converted one into portfolio company.
- Led and implemented social media campaign that drove an increase in app downloads for portfolio company by 30%.
- Developed and executed engagement strategy to identify and interview female VC leaders and publish narratives for AllRaise, a nonprofit for female VCs and founders; published articles on AllRaise platform reaching audience of 1.5k.

ENTREPRENEURSHIP & LEADERSHIP

STELLA

Founder & CEO

San Francisco, CA

June 2020 – Present

- Built service to connect small business clients (up to 15 employees) to college students with social media marketing expertise; increased client app downloads by 30% and page visits by 100%.
- Lead seven-person team and currently manage day-to-day operations and relationships with nine clients and over 250 ambassadors.
- Selected for startup incubator (The Tinker Program at The Garage at Northwestern) that provides mentorship and funding to scale.

THE CODING LEAGUE

Founder & President

San Francisco, CA

September 2016 – Present

- Founded and built international organization with mission to expose underrepresented youth to computer science.
- Organize and lead over 20 annual workshops worldwide with partner organizations: The Boys & Girls Club, Summerbridge and Boston Chinatown to provide computer science exposure to over 200 students.
- Researched, developed and authored comprehensive CS curriculum that incorporates innovative approaches to technical learning by collaborating with Professors Phil Klein (Brown) and Ellen Hildreth (MIT); increased workshop engagement by 50%.

OPTICEYE

Founder

San Francisco, CA

September 2017 – December 2018

- Created mobile computer vision application and 3D-printed lens with the ability to diagnose neurological disorders via photograph.
- Researched alongside ophthalmologist Dr. Larry Schwartz (Cedars-Sinai), Andre Esteva (Stanford Thurn Lab) and Phil Klein (Brown) to create viable tool with over 80% accuracy in diagnosis; distributed to low-income neighborhoods in Montreal.

MIT LAUNCH (LAUNCHX INCUBATOR PROGRAM)

Participant

Cambridge, MA

Summer 2017

- Worked in team of four to found Beefindr, an AI-driven platform that connects parents and summer camps while participating in selective startup incubator with <12% acceptance rate; generated \$2,000 in revenue and ranked amongst top teams in program.

ADDITIONAL INFORMATION

Activities:	Women in Business, <i>SPOON Magazine</i> , Institute for Business Education (ISBE), Kappa Kappa Gamma Sorority
Press:	Breakfast Television Canada (1M+ viewers), iHeartRadio, BuzzFeed (<i>Featured for OpticEye</i>); FutureSharks, Digital Journal, National Center for Women in Technology (NCWIT) (<i>Featured for The Coding League</i>)
Languages:	French (proficient); Italian (elementary); Mandarin Chinese (elementary)
Skills:	Python, C++, C, Java, Microsoft Office Suite (Excel, PowerPoint, Word)
Interests:	Barry's Bootcamp, yoga, meditation, cupcake design, TechCrunch, baking tarts, paint by numbers