

## ALI AHMED

ali.aka.ahmed@gmail.com | +1 (301) 787-2508 | [linkedin.com/in/ali-aka-ahmed](https://www.linkedin.com/in/ali-aka-ahmed)

### education

2023-2025

**HARVARD BUSINESS SCHOOL**

**BOSTON, MA**

Candidate for M.B.A. General Management.

2020

**Y COMBINATOR**

**MOUNTAIN VIEW, CA**

W20 Batch. Primary Partners: Michael Seibel (Twitch), Aaron Epstein (Creative Market)

2015-2019

**UNIVERSITY OF CALIFORNIA, BERKELEY**

**BERKELEY, CA**

B.A. Computer Science (*Department Honors*), B.A. Economics (*Department Honors*). GPA: 3.84/4.00

### experience

2024

**GITHUB**

**NEW YORK, NY**

**Product Manager Intern**

Outcome: As of Jan 2025 deployed to all xxM Copilot users. Joined the Copilot team, working directly with the Chief Product Officer. I was given the challenge of personalizing GitHub Copilot.

- Delivered a functional prototype using a novel storage, retrieval, and reflection system combining concepts from several papers. Introduced a system for online learning through the reflection mechanism.
- Produced comprehensive supporting materials, including a detailed product requirements document, engineering specifications, and executive presentation.

2022-2023

**PULLEY**

**SAN FRANCISCO, CA**

**Product Manager**

Outcomes: 2x upgrade rate & saved \$70K in contract renewals. 1 of 3 PMs, reported to CEO. Led the PLG motion for early-stage startups. Series B cap table management startup backed by Y Combinator and Founders Fund.

- First half: Led 8-person cross-functional team, driving product & strategy changes to increase free plan upgrades. Increased companies issuing SAFEs on Pulley from 32% to 61%. Team included 4 SWEs, 1 designer, 1 data scientist, 1 CSM and 1 SDR. Selected projects: E2E SAFE builder, enforcing plan limits, multichannel upgrade nudges, and workflows for documents with multiple signatories.
- Second half: Prioritized requests from our largest at-risk accounts. Shipped 4 compliance features for growth stage companies. Saved \$70K in contract renewals. Started to create a unified onboarding experience, including shipping a path for lawyers to self-onboard their clients.

2021-2022

**BREV.DEV – ACQUIRED BY NVIDIA**

**SAN FRANCISCO, CA**

**Co-founder, COO**

Outcome: Acquired by NVIDIA (July 2024, grateful to my co-founders for securing this). We let engineering managers easily configure dev environments. Signed first enterprise contract, team grew to 7 employees.

- Raised \$1.5M from Brickyard, 468 Capital, Hustle Fund and eng leaders at GitHub, Carbon Health, and Bellhop.

2019-2021

**SIMPLATA – Y COMBINATOR (W20)**

**SAN FRANCISCO, CA**

**Co-founder, CTO**

*Trove* (Pivot 2): A Chrome extension that lets you highlight on the web and see other user highlights.

- 3500+ installs. Nominated for Golden Kitty Awards 2021 (Productivity).

*Pantheon* (Pivot 1): Built online science bowl, as a hook to create a community of the smartest kids in the world.

- Received term sheet for \$1.1M. Angels included Kevin Lin, co-founder of Twitch.

*Simplata*: Created software for teams of intelligence analysts conducting investigations using public data.

- Signed \$33K contract for \$363M illicit financing investigation. Raised \$230K from investors including Y Combinator. Decided to pivot, sold the product to client.

2017-2018

**ARCHER**

**BERKELEY, CA**

**Product Manager**

Built a generalized, continuously running data scraping tool that extracted and structured data from corporate registries, court documents and other relevant data sources. Clients were human rights NGOs and defense contractors.

- Team received medal from United States Treasury Department for sanctions enforcement tool. Flew to DC to present our work with officials at the Office of Terrorism and Financial Intelligence (FinCEN & OFAC).

**Full Stack Software Engineer**

- Used Kafka, Redis, Scrapy, and various OCR tools. Later developed the user-facing application using React, Redux, MobX and Node.js. Worked with 2 other SWEs.

### awards

Product Hunt Golden Kitty Awards, Productivity (*Nominated - 2021*), US Treasury Department Challenge Coin (*2018*), California Alumni Association Leadership Award (*2015, 2016, 2018*), Various Hackathon Awards (*2017-19*)