Ashna Ahmad

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Selected to join the Entrepreneur First Graduate cohort, Paris 2023, as a Founder in Residence from July 2023.

EDUCATION

Trinity College, University of Cambridge　　　　　　　　Cambridge, UK | Oct 2019 - Jun 2022
BA Linguistics, First Class Honours with Distinction
Projects: "A connectionist model of dependency length minimisation." A recurrent neural network in Python to model human processing of complex syntax, adapted using PyTorch and spaCy and analysed with Pandas, NumPy and SciPy.
Second-highest exam performance in the cohort, Senior Scholar, and Winifred Georgina Holgate Pollard Prize winner

Haberdashers' Aske's School for Girls　　　　　　　Hertfordshire, UK | Sep 2012 - Jun 2019
A-levels: Maths, English Literature, French, Latin (A*A*A*A)

SELECTED EXPERIENCE

TITANML | Product Associate　　　　　　　　　　　　London, UK | Mar - Jun 2023

- Designed and built the human-readable command-line interface 'Iris' for low-code users with Python (Typer and Rich).
- Wrote the entire product documentation from scratch.
- Owned quality assurance engineering, implementing tests (Pytest) to identify bugs and training models (PyTorch, Hugging Face Transformers) to test machine learning functionalities.
- Collaborated in an Agile team of 5 engineers to synchronise Iris development and QA testing with the rest of product development.

SPEECHMATICS | Junior Product Associate　　　　　　Cambridge, UK | Jul - Sep 2022

- Identified and estimated market sizes for over 20 key segments as part of a collaborative Agile user discovery research sprint within the Product team
- Created a quantitative database to store and update all KPIs and product roadmap progress in one place, using Python (pandas) to analyse data; this was used by the Engineering teams
- Created a market research database for quantitative competitor intelligence data, which was used by the Product, Sales and Marketing teams
- Generated actionable recommendations for Speechmatics API improvement based on analyses of competitors and user stories, which contributed to the introduction of the 'Speechmatics Economy' package
- Partnered with the Sales team to continuously analyse sales performance using a combination of market knowledge and end-user understanding
- Communicated smoothly with cross-functional teams in Sales, Marketing and Engineering

DEEPMIRROR | Business Development Representative　　Cambridge, UK | Oct 2021 - Feb 2022

- Joined this biotechnology and machine learning startup as the first employee, to sell an API and web platform for biomedical imaging to customers in the scientific community while also studying full-time
- Managed the outbound sales campaign through HubSpot CRM, engaging with over 40 lead developers and CTOs to understand end-user pain points and customer requirements
- Researched 10 potential new clients each week, using product expertise to stay on top of promising market segments and understand which sectors' business needs aligned best with DeepMirror technology
- Secured Innovate UK SmartGrant funding by delivering a report explaining the opportunities of the technology
- Conducted market research which built the business case for targeting the plant gene editing market
- Managed UX writing projects on the website which covered use-cases of the product

SKILLS

Languages: English (native), French (C2), Spanish (B2), German (B2), Serbo-Croatian (B1), Russian (A1)
Technical: Python, C++, Docker, Kubernetes, Linux/UNIX, Git, Agile/Scrum, Adobe InDesign, Figma, Tableau, LaTeX