

# Ashna Ahmad

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## EDUCATION

### Imperial College London

#### MSc COMPUTING

London, UK | Sep 2022 - Mar 2023

Specialised in machine learning and symbolic reasoning. Left the programme after EF hackathon to work on my startup.

### Trinity College, University of Cambridge

Cambridge, UK | Oct 2019 - Jun 2022

#### BA LINGUISTICS, FIRST CLASS HONOURS WITH DISTINCTION

Specialised in computational modelling of human language processing (PyTorch, spaCy, NLTK)

Ranked second in the cohort. Trinity College Senior Scholar and Winifred Georgina Holgate Pollard Prize winner.

## SELECTED EXPERIENCE

### HENQ CAPITAL | ANALYST

Amsterdam, Netherlands | Dec 2023 - ongoing

- Sourced 20 founders per month, converting 65% into leads or follow-ups, particularly through innovative use of automation.
- Represented henQ positioning to leads and analysed their alignment with investment criteria on team, product, market and metric grounds.
- Observed Clouddtalk board meetings and analysed company financials to deliver key product and GTM strategy suggestions. Please contact [mick@henq.vc](mailto:mick@henq.vc), +31 6 57996426, for his letter of recommendation.

### ENTREPRENEUR FIRST, STATION F | FOUNDER IN RESIDENCE

Paris, France | May - Dec 2023

- Participated in a hackathon and won a place on the EF incubator to develop the app we built into a startup.
- Developed a deep understanding of multiple problems, markets and tech-driven solutions, particularly in the devtools and climate data science spaces, by conducting detailed customer research. More reflections [here](#).

### TITANML | SOFTWARE ENGINEER AND TECHNICAL WRITER

London, UK | Mar - Jun 2023

- Built the human-readable command-line interface of the 'Iris' product for low-code users in Python (Typer/Rich).
- Wrote the product documentation from scratch.
- Owned QA, designing and implementing tests for Iris (Pytest) and training models (PyTorch, Hugging Face Transformers) to ship bug-free machine learning functionalities.

### SPEECHMATICS | JUNIOR PRODUCT ASSOCIATE

Cambridge, UK | Jul - Sep 2022

- Created and maintained a database to monitor and analyse technical performance and roadmap progress, making them accessible across all teams.
- Created a database to store market, competitor and industry trend analysis, which was used by the Product, Sales and Marketing teams.
- Suggested new features for the Speechmatics API based on analyses of competitors and user stories; contributed to the introduction of the 'Speechmatics Economy' package.
- Partnered with the Sales team to collect, prioritise and analyse data from client feedback.

### 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 all growth activities through HubSpot CRM, engaging with over 40 lead developers and CTOs to deeply understand customer pains.
- Secured Innovate UK SmartGrant funding by analysing and explaining the business potential of small data AI in the plant gene editing market.

## SKILLS

**Languages:** English (native), French (C2), Spanish (B2), German (B1), Croatian/Serbian (B1), Russian (A1)

**Tech:** Python (data science stack), C++, Docker, Kubernetes, AWS, Bash, Linux/UNIX, Git, Adobe InDesign, Figma,  $\LaTeX$