Ioana-Daria Gherghelas

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EDUCATION

2022 - 2023   **London Business School, London, United Kingdom**
Reading for Masters in Analytics and Management; Bursary Scholar
Expected graduation in June 2023 with 1st class degree
Modules include: Negotiation & Bargaining, Financial and Managerial Accounting, Decision Analytics and Modelling, Business Strategy Analytics, Finance

2018 - 2022   **Politehnica University of Bucharest, Bucharest, Romania**
Bachelor of Engineering in Systems Engineering
Merit Scholarship Award
Modules include: Advanced Calculus and Linear Algebra, Object Oriented Programming, Data Structures and Algorithms, Management Science, Probability and Statistics and Operating Systems Architecture

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BUSINESS EXPERIENCE

2021 - Present   **SPEEDINVEST, Vienna, Austria**
Early Stage Venture Capital fund with $600m+ AUM
Analyst (full-time during summer, part-time during university)
- Executed 2 equity transactions in reproductive health companies; prepared investment memorandums and competitive analysis, performed cap table modeling and reviewed transactional legal documents
- Assessed over 1 000 investment opportunities across B2B SaaS and Digital Health; conducted and led extensive corporate, legal and financial due diligence
- Mentored over 10 start-ups as part of How to Web Spotlight, a leading accelerator for early-stage CEE companies, and hosted Office Hours events for female founders
- Collaborated closely with General Partners and team members from more than 21 different nationalities; worked across a team of 80 people split in different sector-focused groups

2021 - 2021   **Visiting Analyst (6 months)**
- Analysed fund wide performance by contrasting internal metrics with industry benchmarks for 3 024 companies; presented findings to the General Partners
- Improved competitive advantage by developing algorithmic deal sourcing capabilities through Python automations
- Pioneered Speedinvest Health brand as a marketing ambassador; authored 6 articles mapping the European Digital Health ecosystem

2020 - 2021   **SOLEADIFY, Bucharest, Romania**
VC-backed start-up building world's largest SMBs database
Software Engineer
- Built data collection & engineering infrastructure to extract 10 billion data points on >70M companies worldwide
- Developed web crawlers to collect scattered data across 160 million URLs and used Natural Language Processing to extract relevant information such as company descriptions and locations
- Decreased user churn by improving the Machine Learning Classification model; led and implemented data normalisation techniques to increase classification accuracy by up to 5%
- Supervised a 3 people data annotation team focused on developing high-quality data sets for the core Machine Learning model

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ADDITIONAL INFORMATION

Volunteering   Fundraiser for the largest IT Career Fair in Romania; identified 5 new potential company leads to attend and contacted representatives from multinationals including Uber and 2checkout

Events   Selected as one of the top students to take part in the Unlimited Workshop, a recruiting event organized by BCG; developed a deep understanding of how to break down complex problems using issue trees

Projects   Created an online appointment software for doctors in Python; formulated and presented the commercial and launch strategy
Founded a Bloomberg Terminal-like sourcing platform for Venture Capitalists which tracks public company profiles, serial entrepreneurs & investors to pick signals on high potential investments

Tech Skills   Advanced knowledge of Python, C/C++, Java, SQL, Node.JS, Spacy, Pandas, Matlab

Interests   TRX at the gym, walking, travelling

Languages   English (fluent), Romanian (native), French (intermediate)

LBS Clubs   Private Equity & Venture Capital Club, Tech & Media Club, Entrepreneurship Club