

# Sameer Alapati

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## EDUCATION

University of Illinois Urbana-Champaign

Expected Graduation: May 2025

Bachelors of Arts in Economics

Minor in Electrical and Computer Engineering, Minor in History

## PROFESSIONAL EXPERIENCE

Silverneedle Ventures

(Remote)

Strategy Analyst Intern

June 2024 – August 2024

- **Writing reports on pricing trends** in SaaS markets and how to **facilitate growth by optimizing pricing** based on case studies and evidence from portfolio companies
- **Collaborate with SNV portfolio companies** and their founders, optimizing their pricing models and conducting competitor analysis as necessary
- Inform further investment strategies as firm looks to make 5+ investments within the coming year

BizCloud Experts

Lewisville, Texas

Engineering Design Intern

May 2023 – July 2023

- Earned **AWS Cloud Practitioner** certification to work with AWS services in projects
- Designed in-app messaging feature using **Javascript, HTML, CSS, and Websocket**
- Created database system for in-app messaging features using **mySQL and AWS RDS**
- **Built strong client relationships** through client meetings and external networking events

## LEADERSHIP AND INVOLVEMENT

EntreCorps Consulting for Startups

Champaign, Illinois

Project Manager – Senior Manager

May 2023 – May 2024

- Worked with clients in diverse sectors like **healthcare, pharmacogenomics, and event management**
- **Created scope of full 10 week project** and workstream following initial client calls
- Facilitated communication between the client and the team to **ensure that clients' needs were met**
- **Led client meetings**, created the weekly agenda, and assigned various tasks to 10+ team members

Ascend UIUC Chapter

Champaign, Illinois

Vice President of Membership

December 2023 – Present

- Organize **15 events to engage 75 current members** and foster a sense of community within the organization, including includes events such as networking events, guest speakers, and social events
- Monitor member engagement, retention, and recruitment resulting in a **90% member retention rate and a 33% increase in membership** over the past year

New Member Director

May 2023 – December 2023

- **Organized 6+ events** for UIUC Ascend Chapter to integrate new members into Ascend
- Organized **4 families each with 17+ people** to facilitate more intimate interactions between members
- Facilitated interactions between all members to **provide growth and networking opportunities**

Illini Air Shuttle

Champaign, Illinois

Subscale Model Electrical Team Member

August 2021 – May 2022

- Worked with subscale model team to create a drone to model actual flight characteristics for **E-VTOL**
- Incorporated 12 brushless DC type motors for **propulsion design** in drone technology

## SKILLS AND ADDITIONAL INFORMATION

Technology and Skills: R(intermediate), Regression Based Modeling(intermediate), Python(intermediate)

Certifications: Amazon Web Services (AWS) Cloud Practitioner

Interests: I love learning about different cultures and their histories, languages, food, and music