

Varun Joshi

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EDUCATION

Georgetown University, Walsh School of Foreign Service | GPA: 3.7 / 4.0 | Washington, DC

Aug 2019 – May 2023

B.S. in Science, Technology, and International Affairs; Minor in CS, Entrepreneurial Fellow

EXPERIENCE

Guzaarish – Co-Founder, Co-Manager | Washington, DC

August 2019 – Present

Competitive collegiate Bollywood-fusion dance team

- Launched team of 4, used social media to draw new talent from competing clubs, resulted in team growth of 300% in 3 years
- Created sponsorships with restaurants, organized school-wide paid showcases, and pitched team value, impact, and contribution to school mission to school administration; resulted in team raising \$28,000+ in one year
- Saved \$8000 in expenses by reducing production costs through upcycling material, using sponsorships to decrease travel expenses, and strategically planning trips to avoid peak travel times and surge pricing
- Upgraded performance quality by improving lighting and redesigned routine to better appeal to judging panel, resulting in 100% increased acceptance rate to competitions; accepted to 8 competitions in first year

Digisure.ai – Product Engineer Intern | Remote

June 2022 – Present

Startup offering “Protection-as-a-Service” platform to reduce insurance costs in peer-2-peer vehicle lending marketplaces

- Successfully pitched internal web service to 7 engineers to automatically assign engineers across 5 time zones to address immediate client concerns; technically developed tool in JavaScript with Slack APIs and deploying to Heroku
- Iterated upon web service to become directly accessible via Slack using API endpoints; made tool accessible to entire team of 50
- Pitched product strategy to CFO and lead PM for EV subscription fleets by identifying gaps in \$30 billion ancillary protection industry

Digisure.ai – Product and Business Development Intern | Remote

June 2021 – August 2021

- Led injury recording features development; interviewed claims manager to identify pain points and convert to user stories, prioritized key feature sets with engineer given resource constraints, collaborated with product designer to integrate features into client web app
- Developed strategy against 4 competitors by researching trends of 3 \$20+ billion industries; used by CEO to secure \$13.1 million seed funding and acquire new largest client (RVShare)
- Initiated international product launch roadmap in \$31 billion market after comparing European competitors’ marketplace control and per-country data security requirements, suggested prioritizing United Kingdom, Denmark, and Germany to Chief Growth Officer

Georgetown Ventures – Senior Venture Accelerator Analyst | Washington, DC

September 2020 – Present

Student-run startup accelerator providing undergraduate entrepreneurs with consulting services and professional mentorship

- Created go-to-market launch strategy of social networking app in 3 cities (DC, Miami, NYC), drafted partnership opportunities with local bars worth \$10,000 in ticket sales and in-app promotions
- Led product marketing for sustainable bathroom products startup, improved clickthrough rates by 20%, led to \$20,000 in seed funding

North American Invitational Model United Nations – Director of Business | Washington, DC

March 2020 – February 2021

- Developed business strategy to grow clients for first virtual iteration of world’s largest Model UN conference by comparing virtual formats and determining ideal conference structure; defined new products resulting in an increased operational budget of ~10%
- Led cross-functional team to create virtual user experience for 3000+ clients; produced extra \$20,000 in profit through new sponsors

PROJECTS

weDo – Co-founder and developer

- Led ideation of iOS application MVP after interviewing 60+ students to determine problem area and product roadmap
- Pared down feature list by 35% to enable rapid development of crucial features after conducting 20 target audience usability interviews
- Conducted AB testing to iterate upon UX designs to reduce clicks required to access key functionality by 50%
- Designed prototypes on Figma, learned Swift/SwiftUI to develop app with engineer, decreasing production time by estimated 25%

Aqua MFC – Developed world’s first aquatic microbial fuel cell model capable of reducing electricity costs by 12%, won 1st place and awarded \$5000 in pitch competition judged by audience of VCs; ran next year’s virtual competition and mentored new founders

Guzaarish Team Website (HTML, CSS, JavaScript) – Built website for dance team to increase recruitment efforts and promote interest in team, collaborated with board members to create page content (source code viewable on GitHub | georgetownguzaarish.com)

Personal Website (HTML, CSS, JavaScript) – (source code and link viewable on GitHub)

SKILLS AND AWARDS

Technical skills: C++, JavaScript (React, Vue, Express), Slack API, Heroku, Swift

Nontechnical skills: Chinese (proficient), Hindi (intermediate), Figma, Confluence, Jira, Salesforce