

# 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

**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
- Created product strategy for CFO, lead PM, and insurance director for EV subscription fleets by identifying gaps \$30 billion industry

**Digisure.ai – Product and Business Development Intern | Remote**

June 2021 – August 2021

- Defined and created injury recording feature from scratch including market research, competitive analysis, developing user journey maps, prioritizing pain points given limited resources, writing PRD, and publishing tickets to designated sprint
- Developed strategy against 4 competitors by researching trends of 3 \$20+ billion industries; secured \$13.1 million seed funding and new largest client
- Initiated international product launch roadmap in \$31 billion market after comparing European competitors’ marketplace control and data security requirements, suggested prioritizing United Kingdom, Denmark, and Germany to Chief Growth Officer

## LEADERSHIP

**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, upcycled material, reduced travel expenses through sponsorships, and strategically planned trips to avoid peak travel times and surge pricing
- Redesigned performance and improved quality resulting in 100% increased acceptance rate to competitions; accepted to 8 competitions in first year

**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 owning problem sourcing and solution design; 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 1<sup>st</sup> 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

**Personal Website (HTML, CSS, JavaScript)**

## SKILLS AND AWARDS

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

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