

Varun Joshi

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PROJECTS

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

August 2019 – Present

Competitive collegiate Bollywood-fusion dance team

- Found team, grew 300% in 3 years; established shared vision by developing 3-year roadmap to competitive readiness and maintained team connection despite changing environments
- Raised \$28,000+ in one year; created restaurant sponsorships, organized showcases, convinced school administration of team value
- Saved 29% of budget; reused production materials and decreased travel expenses by planning around surge pricing
- Accepted to 50% (from 0%) of competitions applied; improved lighting and modified routine to better appeal to judging panel

weDo – Co-founder and developer

March 2022 – Present

- Composed product requirements of iOS application MVP; interviewed 60+ target students and researched market fit of app
- Pared down feature list by 35% to enable rapid development; determined key features after collecting data from 20 usability interviews
- Reduced clicks to access key functionality by 50% after conducting AB testing on prototypes to maximize user satisfaction
- Decreased production time by 25% by learning Swift/SwiftUI to develop app with engineer; designed app UI on Figma

EXPERIENCE

Digisure.ai – Product Engineer Intern | Remote

June 2022 – Present

Startup offering "Protection-as-a-Service" platform to peer-2-peer vehicle lending marketplaces

- Ideated web service and connected Slackbot to automate assignment of IT to urgent client tickets depending on time zone and expertise; initiated technical development, validated endpoints, and deployed product (JavaScript, Slack API, Heroku)
- Created product strategy for CFO and senior PM by identifying gaps in \$30 billion EV ancillary protection industry; used by insurance director to modify existing product specifications

Digisure.ai – Product Manager and Business Growth Intern | Remote

June 2021 – August 2021

- Counseled CEO to secure \$13.1 million seed funding and acquire new largest client by developing strategy against 4 competitors after researching trends of 3 \$20+ billion industries
- Improved search engine results by 67% after redesigning UX to show summary of information on search result tiles
- Led cross-functional team through all stages of injury recording product lifecycle; drafted 16 user stories after conducting interviews, prioritized 8 features with engineer given constraints, collaborated with UX designer for web app integration
- Pioneered international product launch in \$31 billion market; promoted United Kingdom, Denmark, and Germany as target countries by comparing European competitors' marketplace control and per-country data security requirements

Georgetown Ventures – Senior Venture Accelerator Analyst | Washington, DC

September 2020 – Present

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

- Produced \$10,000 / year partnerships with bars for go-to-market strategy of social networking app in 3 cities (DC, Miami, NYC)
- Acquired \$20,000 seed funding after modifying product specifications and marketing for sustainable bathroom products startup
- Increased CTR by 20% on Snapchat and Facebook ads by narrowing target audience and featuring products on ads

EDUCATION

Georgetown University, Walsh School of Foreign Service | GPA: 3.69 / 4.0 | Washington, DC

August 2019 – May 2023

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

Relevant Courses: Advanced Programming | Data Structures | Algorithms (in progress) | Machine Learning (in progress) | Network Security (in progress) | Science and Tech | Tech and Intl. Development | Intl. Finance | Global Markets / Politics

OTHER

Aqua MFC – Developed world's first aquatic microbial fuel cell prototype capable of reducing electricity costs by 12%, won 1st place and awarded \$5000 in pitch competition judged by 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 interest in team, collaborated with board members to create page content (source code on GitHub)

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

SKILLS AND AWARDS

Technical skills: Advanced: C++ | Some: HTML / CSS, React, Express, Node.js., Swift, REST API

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