

# Varun Joshi

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## EDUCATION

**Georgetown University, Walsh School of Foreign Service | GPA: 3.61 / 4.0 | Washington, DC**  
B.S. in Science, Technology, and International Affairs; Minor in Computer Science; Entrepreneurial Fellow

August 2019 – May 2023

**Relevant Courses:** Data Structures | Algorithms | Machine Learning | Network Security | Distributed Systems

## EXPERIENCE

### Co-Founder – **YouDoIt**

March 2022 – Present

*Mobile full-stack application (PostgreSQL, Express, React-Native, Node.js)*

- Co-developing full-stack mobile application to help users living in communal settings with shared task management, accepted into school's incubator club for undergraduate startups
- Application tracks household chores with options to repeat tasks and rotate between members, planning integration with Venmo API for split payment support
- Conducted 60+ user research interviews to identify market fit of app, reduced clicks to access functionality by 50% after conducting AB testing on UI prototypes

### Software Engineering Intern – **Digisure.ai**

June 2022 – August 2022

*B2B startup offering "Protection-as-a-Service" platform for vehicle lending marketplaces*

- Developed and deployed a REST API connected to a Slack bot to automate and record assignment of 7 engineers to client tickets (JS, Slack API, Heroku)
- Implemented Slack scripts and workflows to quickly swap engineers' schedules and tickets they were responsible for (JS, Bolt)
- Created EV ancillary protection product strategy used to develop partnership with Autonomy by conducting market research in \$30 billion industry

### Product Management and Business Growth Intern – **Digisure.ai**

June 2021 – August 2021

- Assembled pitch deck used by CEO to secure \$13.1 million pre-series seed funding and acquire largest client by researching market trends of 3 \$20+ billion industries
- Enhanced database search results by 67% after redesigning UX with data science team to show summary of information per result
- Managed cross-functional team to develop new injury recording features; drafted 16 user stories after conducting interviews, prioritized 8 features with engineering, collaborated with product design for app integration

## PROJECTS

### Machine Learning Bias Detection

*A series of ML models that predicts what part of the world a course focuses on given key phrases found in the course's description with up to 72% accuracy (Python)*

- Created a natural language processing pipeline to cut stop words, stem words, and format course descriptions into uni- and bi-grams
- Utilized classification models like linear support vector machines, logistic regression, multinomial naive bayes, and random forests
- Analyzed model errors and studied correlation of key phrases using confusion matrices, chi-squared tests, and precision and recall

**Aqua MFC** – Developed world's first aquatic microbial fuel cell prototype capable of reducing electricity costs by 12%, won 1<sup>st</sup> place (out of 100 teams) and awarded \$5,000 in pitch competition; ran next year's virtual competition, mentored new founders

**Guzaarish Team Website (HTML, CSS, JavaScript)** – Built website for dance team to improve online social media presence

## EXTRA-CURRICULARS

### Co-Founder, Co-Manager – **Guzaarish**

August 2019 – Present

*Competitive collegiate Bollywood-fusion dance team*

- Found team, grew 300% in 3 years; developed 3-year strategy for competitive readiness despite hybrid environments
- Raised \$28,000+ in one year by creating restaurant sponsorships and fundraising campaigns resulting in attending national competitions without out-of-pocket expenses

### Senior Venture Accelerator Project Manager – **Georgetown Ventures**

September 2020 – Present

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

- Produced \$10,000 partnerships with bars for GTM 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 ads by narrowing target audience; modified price ladder to increase revenue

## SKILLS

C++, Java, HTML / CSS, Node.js., Swift, Python, Git, REST, Chinese, Hindi, Figma, Confluence, Agile, Jira