

# DUNYA AFSHAR

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## EDUCATION & FELLOWSHIPS

**University of Pennsylvania**, Bachelors in Political Science and Consumer Psychology GPA: 3.8 / 4.0 | May 2027  
• Wharton Women; **Dave Goldberg Scholar** (15 nationwide); **Dell Scholar** (500 nationwide); Sigma Delta Tau

**Girls Who Invest**, Finance Track Summer Intensive Analyst February 2025 – June 2025  
• Built valuation of Clorox (NYSE: CLX, \$18B+ market cap) using DCF, trading comps, and precedent transactions; conducted scenario/sensitivity analyses on pricing, margins, and WACC to pressure-test valuation and present sell thesis

**Wharton Venture Lab**, Inaugural Bet on Entrepreneurship Scholar February 2024 – May 2024  
• Partnered with five pioneering Venture Capital firms to vet 25+ startups, refine investment strategies, and strengthen investment frameworks, shaping \$10M+ in early-stage capital allocation strategies; one of 14 rising sophomores selected

## PROFESSIONAL EXPERIENCE

**TPG Capital | Private Equity**, *Summer Analyst (Technology and Media)* – Philadelphia, PA June 2025 – August 2025  
• Built LBO analysis on \$3.0B–\$5.0B consumer/retail asset, analyzing levered/unlevered IRR and exit sensitivity scenarios; evaluated dividend recap potential  
• Conducted 50+ expert and management calls, uncovering \$200M+ operational efficiency opportunity  
• Prepared 80-page investment committee deck with comps, valuation outputs, and return profiles that informed partner recommendation on multi-billion-dollar deal

**Wink Aesthetics | Entrepreneurship**, *Chief Financial Officer* – San Francisco, CA February 2021 – June 2025  
• Founded and scaled venture; generated >\$60K revenue at ~80% gross margins; led rotating team of 10+ technicians delivering professional eyelash extension services to 300+ repeat clients  
• Managed full P&L and executed cost-cutting initiatives, expanding margins by ~10% and saving ~6k annually  
• Directed Go-To-Market motion; acquired 100+ customers with 0% observed churn through targeted digital campaigns and client retention strategies

**Jammy AI | AI Consumer App**, *Head of Outreach* – Philadelphia, PA January 2025 – June 2025  
• Directed founder speaking tour at 10+ universities, growing mailing list to 2,000+ signups and driving 15% MoM increase in Gen-Z adoption

**Forerunner Ventures | Venture Capital**, *Summer Analyst* – San Francisco, CA May 2024 – July 2024  
• Conducted market analyses on 30 AI-enabled e-commerce models; sized TAM across 7 \$50B+ markets and supply chains in 6 verticals, shaping sourcing strategy  
• Modeled valuations and conducted due diligence on 4 early-stage startups, leading partners to pass on 2 deals (>\$15M avoided risk) and commit to 1 seed investment (~\$3M)

## SOCIAL IMPACT

**Penn Persian Society**, *Social Chair* – Philadelphia, PA September 2024 – Present  
• Executed 25+ cultural events that promoted Persian heritage on campus and raised >\$16K to support Penn Hillel initiatives

**PennKIPP**, *Head of Student Engagement* – Philadelphia, PA August 2023 – Present  
• Partnered with Program Director to foster **KIPP** alumni community through mentorship dinners, career treks, and leadership workshops strengthening first-gen career pathways  
• Launched bi-monthly “**Break Bread**” dinner series, securing 12 keynote speakers from PE, tech, and creative industries

**West Philadelphia Tutoring Project**, *Tutor* – Philadelphia, PA August 2023 – Present  
• Tutored 15+ ‘at-risk’ high school students in AP English, AP Calculus, and college applications; increased test scores by 20% on average and improved acceptance rates by 30%

**Sigma Delta Tau**, *Judicial Board Member* – Philadelphia, PA February 2025 – Present  
• Mediated 5+ member conflicts and executed accountability processes that reduced incident recurrence by 40%

**San Leandro Youth Center**, *Head of Community Engagement* August 2021 – May 2023  
• Directed 20+ community service events and fundraising initiatives, delivering 30+ public addresses and mobilizing support that raised \$15,000+ for refugee aid programs

**KIPP Peer Project Club**, *Founder and President* August 2021 – May 2023  
• Founded a peer mentorship program with >20 tutors supporting >50 students; launched bi-monthly resource newsletters and organized site visits to SurveyMonkey, Rothschild & Co., and Kaiser Permanente, expanding career exposure and institutionalizing student success pathway

## PERSONAL & ADDITIONAL INFORMATION

**Languages:** Farsi (Native), Spanish (Elementary) | **Certifications:** Wall Street Prep – Accounting Fundamentals, Analyzing Financial Reports, Excel Crash Course, and Powerpoint Shortcut for Investment Bankers; | **Interests:** Reading, History, Nature, Fitness, House Music, Tennis, Automobiles | **Additional Fellowships:** Girls Who Code (2022): Designed and coded comprehensive educational services app amongst 25 students in self-paced program focusing on R, HTML, CSS, JavaScript, and Python; Yale NSLC Advocacy Scholar (2022): Lead summer defense group to 3 out of 3 mock trial wins by Yale Law School Professor