



COLUMBIA VENTURE FELLOWS PROGRAM 2023-2024

Meet The Fellows

The Columbia Venture Fellows Program

Columbia Venture Fellows (CVF) is a competitive two-year program that prepares Columbia Business School students for a career in venture capital. The program is designed to provide the tools and experience necessary to succeed in VC through both academic and experiential learning opportunities.

Components include:

Priority enrollment in Venture Capital courses at CBS	Experience conducting diligence on student and alumni startups as part of the The Lang Fund*
Collaboration with top VC funds to write an investment thesis	Working with and learning from the nationally recognized venture investors & startup founders

The CVF program, which is student-driven and managed by the Eugene M. Lang Entrepreneurship Center (Lang Center), builds a strong community among Columbia MBA students and the greater venture capital ecosystem.

Through Columbia Venture Fellows, we are training the next generation of venture capitalists, providing value to partner funds, and making CBS a premiere destination for venture capital.

* *About The Lang Fund*

Established in 1996 with a \$1 million gift from Eugene M. Lang, MS '40, the Lang Fund fosters an entrepreneurial environment at Columbia Business School by providing early-stage investing opportunities to qualifying student and alumni ventures. It also allows the School to share in the success of funded ventures through negotiated equity or other participation.

About the Eugene M. Lang Entrepreneurship Center

The Lang Center aims to catalyze best-in-class startups and investors that are shaping the future. Through world-class curriculum, programming, funding opportunities, and a robust alumni network, students learn to identify opportunity, engage in global conversations, and drive value throughout the business world.

The Center offers three areas of focus:



Launch

For students planning to start their own business during or after business school



Invest

For students looking to learn about investing in startups through venture capital (early stage and growth) and angel investing



Scale

For alumni and graduating students who have launched a startup and are looking to accelerate growth

Building on a rich tradition of teaching and research in the field of entrepreneurship, Columbia Business School established the Center in 2000 with a gift from Eugene M. Lang, MS '40. A member of the Columbia Business School Board, Mr. Lang was both a successful entrepreneur and a distinguished philanthropist.



Class Of 2024



James Barone

jbarone24@gsb.columbia.edu
Villanova University, BBA, Finance & Accounting

Interests: Fintech, Cloud, AI

Thesis Topic: Investing in payment fintechs, open-source AI and enterprise SaaS

Illuminate Financial

MBA Associate, Summer 2023

Spearheaded the B2B Payments thesis by identifying Seed to Series A startups, engaging in insightful discussions with founders and industry experts, and authoring multiple blog posts, equipping the team to advance with term sheets for venture investments. Co-led the due diligence and investment committee for a successful investment into a cross-border FX payments fintech business

IBM

Sr. Manager, Ventures & Acquisitions, 2017-2022

Crafted strategic rationales, opportunity assessments, and financial analyses for 10+ potential M&A transactions in high priority geographies & industries, enabling the team to negotiate IBM Board approvals to proceed with each transaction. Devised proprietary sourcing framework to narrow down list of potential acquisition targets from thousands to a handful; leveraged for multiple scans, resulting in 3 future acquisitions and 1 series C investment.

S&P Ratings

Analyst, RMBS, 2015-2017

Analyzed cash flows, borrower metrics and default probabilities on RMBS products to understand the credit risk associated with each tranche of such financial instruments; presented analyses and recommendations to credit committees for 20+ RMBS deals, driving the group to determine the credit rating classification for each structure analyzed.



Antonio Calderon

acalderon24@gsb.columbia.edu
Duke University, BS, Economics

Interests: Crossover between Digital Health and Fintech, Early Stage (Series A - B)

Thesis Topic: Public Fintech Company Landscape Analysis, Digitalization of Clinical Trials, Healthcare Payments

M13

MBA Investment Associate, 2023

Led and supported investment process for 3 Seed and 3 Series A deals, including investment memos, TAM, unit economics, and customer calls, resulting in 2 new investments for M13. Performed detailed scenario underwriting and exit analysis. Authored internal investment thesis on the Future of Healthcare and helped lead digital healthcare sourcing strategy across HC SaaS, Care Delivery Models, Value-Based Care and other Tech-Enabled Services

Paine Schwartz Partners

Private Equity Associate, 2020-2022

Served on 20-person investment team focused on sustainable food chain investing, including spearheading due diligence, deal execution, and management of third-party advisors as sole or lead associate on 10+ investment opportunities. Managed 4 portfolio companies (Hendrix Genetics, Urban Farmer, Advanced Agrilytics, Axiota) and oversaw research in 3 industry segments (Value-Added Processing (VAP), Downstream Dairy, Animal Health)

Goldman Sachs

IBD Analyst, Healthcare Group, 2018-2020

Guided Healthcare clients on M&A opportunities; sole or lead analyst on 6 transactions; helped close 4 transactions. Transactions included: Oak Street Health IPO, GE Healthcare Sale of Biopharma Division and GE Healthcare spinoff and ERT sale to Astorg Partners.



Tyler Collingbourne

tcollingbourne24@gsb.columbia.edu
University of Wisconsin-Madison, BS, Economics

Interests: Consumer, FinTech, Commerce Enablement, Growth

Thesis Topic: Future of Work & Employee Enablement

The Craftory

Summer Intern - Consumer Deal Team, 2023

Evaluated individual investment opportunities in consumer by conducting overall market research, competitive analysis, analysis of business models, product dynamics and KPIs. The Craftory is a \$550M global investment house focused exclusively on amplifying the world's boldest consumer brands.

Antler Elevate

MBA Intern - Investment Team, 2023

Led market research (e.g., market sizing, competitor benchmarking) and wrote investment memos (e.g., unit economics analysis, distill key insights) in the evaluation of Series A-Series C deals in the ClimateTech and EdTech spaces. The Global Fund is Antler's multi-stage vehicle investing from pre-A to Series C across multiple sectors and geographies.

B Capital

Senior Associate, 2021-2022

Executed diligence including market/competitive analysis and TAM, analyzing customer data, building financial projection models and investment memos, conducting off-sheet/on-sheet customer interviews, and identifying key risks and potential mitigants. Delivered diligence findings to Investment Committee and lead discussions on deal team conviction; addressing topics on product differentiation vs. competitors, market size, strength of references, technical expertise of team, sales efficiency, and valuation.



Jillian Damaris

jdamaris24@gsb.columbia.edu
Boston College, BA, Economics

Interests: Digital Health, Climate Tech, AI

Thesis Topic: How AI Will Disrupt the Deskless Workforce

Season Health

MBA Business Development and Strategy

Intern, 2023-Present

Executed diligence on potential enterprise software and fintech investments including market/competitive analysis and TAM, analyzing customer data, building financial projection models and investment memos, and identifying key risks and potential mitigants. Led discussions with founders on go-to-market strategy, performance, projections, product roadmap, and team expertise. Post-investment, partnered with portfolio CFO and Corporate Development/Strategy leaders to develop M&A strategy, select potential target companies, and produce initial financial model.

Deloitte Consulting

Senior Consultant, 2018-2022

Supported Life Sciences and Healthcare clients on strategy engagements, including: prepared retail pharmacy to enter clinical trial market (\$450M opportunity), including assessing market opportunity through business case, developing trial-specific launch plans for 226 sites, and delivering clinical trial training; Built business case and operating model for large biopharma client's first centralized Real World Evidence Center of Excellence to enable data driven insights across product lifecycle with projected savings of ~\$8.5M over 2 years.



Tola Ebunlomo

oebunlomo24@gsb.columbia.edu
Princeton University, BA, School of Public and International Affairs

Interests: Healthcare, Wellness CPG, Early Stage

Thesis topic: Investing in the Future of Value-Based Care

Rock Health Capital

Venture Fellow, 2023

Managed organization of and engagement with inbound deal flow; supported early diligence for potential investments. Rock Health Capital is the venture arm of Rock Health, a major name in healthcare strategy.

Conduce Health

Growth and Strategy MBA Intern, 2023

Conducted market research to support go-to-market strategy and user acquisition efforts for early-stage incubation. Conduce Health is an Alley Corp incubation in the value-based care space.

Solera Health

Clinical Programs Specialist, 2022-2023

Conceptualized key research assets for communicating with current and potential digital health program partners and funders; Solera Health is a growth-stage digital health startup.



Ijeoma I. Ejimadu

iejimadu24X@gsb.columbia.edu
Prairie View A & M University, BS, Chemical Engineering

Interests: Climate Tech, EdTech, B2B Fintech, Emerging Market Investing

Thesis Topic: The Landscape of SMB Payment & Lending/Credits

Energize Capital

Investment Associate Intern, 2023

Conducted market sizing, product and financials due diligence on a grid demand software startup resulting in Series B investment. Completed a thesis deep dive focused on climate software opportunities in emerging markets concluding that India and Brazil are the most promising economies for software investment in 1-3 years in the solar, EVs, batteries and carbon markets. Calculated and published climate tech founders DEI stats resulting in establishment of new internal DEI investment targets.

Chevron

Process Operations Engineer, 2018-2022

Commissioned \$80MM wastewater optimization project to meet new environmental discharge limits. Leveraged multiple data analysis tools to reduce raw material usage by 50% and streamlined raw material supply logistics, yielding \$1.1MM in savings. Orchestrated test run to determine maximum rates of hydrogen plant. Technical recommendations to management to run equipment at capacity boosted hydrogen production generating \$2.4MM per year of additional product with no capital investment.

Anthemis

Columbia Venture Fellow, 2022-2023

Conducted investment thesis research focused on small-medium business lending/credit, determining that the next phase of SMB lending companies would provide customizable products to the borrower, attempts to reduce default rates and fraud risks. Completed SMB thesis on payments and infrastructure determining that the opportunity in SMB payments lies in achieving true, unassisted automation in payment transactions processing and reducing fraud risks in transactions.



Archit Gadhok

agadhok24@gsb.columbia.edu
BITS Pilani B.E. (Hons.) Computer Science, M.Sc. (Hons.) Chemistry

Interests: Investing in generative AI at the infrastructure layer

Thesis Topic: Investing in generative AI at the infrastructure layer

Bain & Company

Consultant, 2019-2022

Active part of Bain's Venture Capital and ConsumerTech practices in India. Supported a large EPC conglomerate to setup and run their Corporate Venture Capital fund; Evaluated pre-seed to Series B startups in the smart cities and smart grids space by analyzing sectoral innovations, conducting detailed due diligences, and drafting and closing term sheets. Led first investment of the fund in a smart grid analytics startup. Ran multiple projects with e-commerce and D2C clients in India, supporting strategy, growth & core operations.

Microsoft

2017-2019

Managed strategic global alliances with channel partners in India, with the objective of helping channel partners increase their revenue with Microsoft. Led development of new products & services for the channel partners on Microsoft's platform, upskilling initiatives for partner employees and joint-GTM and sales motions for customer acquisition.



Clementine Gazay

cgazay24@gsb.columbia.edu
McGill University, BA, Political Science & Management

Interests: Cybersecurity, Climate, Early Stage

Thesis topic: Clean Energy Investments for VCs

Picus Capital

Visiting Investor, 2023-Present

Led due diligence efforts (+80 expert calls, market sizing, competitive analyses, founder research) on +20 startups with focus on ClimateTech, Cybersecurity, and LATAM Enterprise SaaS. Pitched +100 startups internally with +50% proceeding to initial fund conversations; led +50 founder pitch calls. Led deep dive research for internal investment thesis building and external content (FinTech x ClimateTech article, Forbes article).

Deloitte Paris

Cybersecurity Consultant, 2018-2022

Led teams of consultants on multi-million dollar cyber-strategy engagements for large enterprises in N. America and Europe. Selected as chief of staff for 200+ person team, working on strategic innovation projects: launching Deloitte's first cybersecurity innovation center in Africa and producing the business case to join French President Macron's Campus Cyber France (Europe's leading cybersecurity innovation hub).



Noga Ginzburg

nginzburg24@gsb.columbia.edu
Tel Aviv University, JD, Law

Interests: Consumer, Healthcare, PropTech, Early Stage

Thesis Topic: Property technology

Flow

Chief of Staff, 2021-2023

Evaluating current property tech market solutions that fit holistically to our needs. Leading product requirements definitions processes and ideation and worked with engineering or vendors to deliver those requirements. Heading an ongoing effort to create visibility into company's performance in different disciplines.

Firedome

Director of Business Operations, 2019 - 2021

Led complex software integration for our customers, including processes that involved integration into products and production cycles Created new business models that enabled closing software deals with hardware manufacturers. Aligned the company's software T&C to accommodate manufactures' requirements.

IntSights Cyber Intelligence

Director of Business Operations, 2014 - 2019

Chosen to open the first office outside Israel. First company hire, set up the infrastructure for the company's massive growth. Created and implemented the company's sales processes and tools. Managed a sales operation team that analyzed sales data.



Maeve Morse-Seaverns

mmorse24@gsb.columbia.edu
Bowdoin College, B.A., Molecular Neuroscience,
Art History

Interests: Life Sciences, Digital Health, Generative AI

Thesis Topic: Mapping the Generative AI Ecosystem in NYC

T. Rx Capital

MBA Investment Associate, 2023

Conducting diligence and sourcing startups at the intersection of science and technology. Primarily focused on digital health and biotech investments, including next-gen editing technologies and AI drug development technologies. Aiding in fundraising and communication with LPs.

Intellia Therapeutics

MBA Strategy Intern, 2023

Developed itinerary for and led brand planning workshop for executive team of NTLA-2002. Led early portfolio prioritization assessment of neuromuscular targets for pipeline assets.

Trinity Life Sciences

Engagement Manager, 2018-2022

Led 3-5 teams of 5-7 consultants in a variety of strategy projects for biotech and pharmaceutical companies. My work focused on business development, pipeline prioritization and early brand strategy for emerging biotechs.



Gilles Nkana-Batake

gnkanabatake24@gsb.columbia.edu
EM Lyon Business School, Msc Finance

Interests: Consumer, Healthcare, Fintech

Thesis Topic: The Future of B2B Payments

Alta Semper Capital

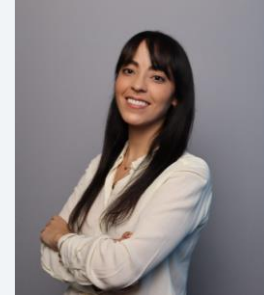
Vice President Private Equity, 2017-2021

Spearheaded Alta Semper's expansion into Francophone Africa, co-leading the firm's first investment (ODM) in the region including pitching and deal execution (modelling, financial, tax and commercial due diligence). Shaped the firm's culture by driving recruiting and talent development at the firm, crafting and conducting case studies and interviews for 4 hires at the Firm and 2 CFO hires at Portcos. Successfully drove value creation initiatives at Portcos including organic growth, margin expansion, bolt-on M&A and hiring of C-Suite execs.

Goldman Sachs

Investment Banking Analyst, 2015-2017

Supported M&A, defense mandates, and financing transactions in total value of +\$4bn through in-depth financial models, project management of processes, in-depth industry research, pitch materials preparation



Laura Correa Ocampo

lcorrea24@gsb.columbia.edu
Universidad de Los Andes - Bogotá Colombia,
B.A, Economics, concentration: Finance

Interests: Impact Investing, early stage, growth stage, ClimateTech, FoodTech, Mental Health

Thesis topic: ClimateTech/CleanTech: Direct Air Capture

Nomura Greentech

Summer Associate, 2023

During the past summer, Laura worked at Nomura Greentech, a Sustainable Technology and Infrastructure Investment Bank, within the Sustainable Food & Agriculture and Low Carbon Molecules divisions. She advised on a ~\$130M fundraising effort for a leading growth-stage cultivated meat startup and built a comprehensive financial assessment of a top Alternative Protein company for a potential investment banking transaction.

Lever

VC Associate, 2022-Present

At Lever VC, Laura focuses on early-stage FoodTech investments with environmental benefits. She handles deal sourcing, founder calls, impact assessments, and due diligence. Laura has sourced over 100 startups, conducted 50+ founder calls, and collaborated with numerous corporate partners and experts. She notably led a seed investment in an Altproteins startup, overseeing due diligence, memo preparation, and LP board presentations. She currently serves as a board observer for the invested company.

McKinsey & Company Mexico

Specialist, 2018-2022

While at McKinsey, Laura specialized in Financial Institutions and Fuel/startup practices. She led key projects, including due diligence and digital business-building strategies for major industry leaders. Laura led the McK Mexico Fuel Ignition Club, a pro-bono accelerator for startups, and co-led the McKinsey Alternative Protein Hub.



Ethan Shaw

eshaw24@gsb.columbia.edu
Northwestern University; BA in Business, Economics, and Political Science

Interests: ClimateTech, AgriTech, ConsumerTech, Digital Health

Thesis Topic: Alternative Proteins

Draper Associates

MBA Investment Associate, Ongoing

Supported deal team in evaluation and diligence of climate investments; sourced B2B mobility company to be diligenced and brought to IC.

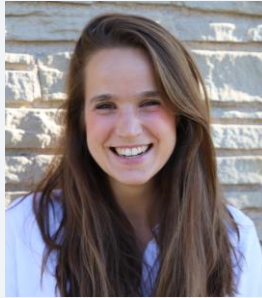
Cruise

New Markets & Strategic Partnerships MBA Intern, 2023

Developed new market expansion list and GTM strategy for 10 cities based on existing ride hail demand data, regulatory landscapes, and market conditions; partnered with engineering, design, operations, and govt affairs to determine operational areas and timelines; Designed and launched first-of-its-kind partnership with music streaming company to bring user-controlled audio into driverless vehicle; developed product requirements and roadmap, and negotiated directly with external vendors to develop structure and roll-out.

Kearney / Kearney Ventures Manager, 2017-2022

Core member of Consumer and Healthcare practices, and co-founder of Kearney Ventures; focus on strategy and transformation projects: Identified, designed, and sized >30 top-line revenue initiatives for \$40B payor as project manager across 5 sprint areas; Delivered roadmap, product requirements, and prioritization framework for \$10B grocer to accelerate in-house, e-commerce delivery platform by 6 months.



Jewel Crosswell Stone

jstone24@gsb.columbia.edu
University of Virginia, BA, Global Development Studies & Religion

Interests: Fintech, women's health, proptech, impact investing, early stage

Thesis Topic: Using proptech to create more affordable housing

JUST

Director of Growth, 2018-2022

JUST is a financial platform that invests in low-income female entrepreneurs through capital, coaching, and community to close the racial and gender wealth gap in Texas. I led new market expansion, partnerships, and fundraising. Highlights include the following: Secured over \$500k from institutional funders for expansion, partnered with charter schools to recruit new clients, designed go-to-market playbook, crafted approach to build wealth through alternative asset ownership, managed development of new revenue streams.

Techstars

Business Development Associate, 2018 (13-week fellowship)

Supported 10 early-stage portfolio companies to develop their value propositions, business models, revenue models, and strategic growth plans to prepare for raising seed rounds.

Deloitte Strategy Consultant, 2016-2018

Supported public sector and nonprofit clients, including the IRS, USCIS, US Department of State, and Lutheran Social Services through strategic planning projects.



Alex Talati

atalati24@gsb.columbia.edu
Virginia Tech, B.S. Industrial & Systems Engineering

Interests: Fintech, ClimateTech

Thesis Topic: Blockchain-based Interoperability Solutions

Banyan

Strategic Advisor & Consultant, 2023-Present

Drove partnership, corporate development, and strategic initiatives for Series A B2B fintech infrastructure startup based in NYC.

Visa

Sr. Manager, Visa Ventures, 2018-2022

Drove deal sourcing, evaluation, diligence, and execution for 70+ investments across NA, AP, EU, LATAM, and CEMEA for Visa's strategic investment group, Visa Ventures. During my time on the team, we doubled the size of team, tripled Visa's investment activity, and grew the portfolio to \$1.5B+ in AUM. Additionally, I was the Board Observer for Flutterwave, Africa's highest-valued fintech startup (2020-2022).

Visa

Associate, New Graduate Development Program, 2016-2018

One of <1% chosen for leadership development program; completed four rotations in sales, product, strategy, and ventures.



Navneet Vishwanathan

nviswanathan24@gsb.columbia.edu
Georgetown University, BS, International
Economics

Interests: Defense, Deep Tech, Energy, Space

Thesis topic: Defense Tech

Squadra Ventures

Investment Associate, 2023

Supported deal team in evaluation and diligence of lead-seed investments in national security/defense tech companies. Developed fund's thesis on frontier technology areas, focusing on intersection between energy and national security. Lead on post-investment efforts with federal GTM strategy and policy for portfolio companies.

National Security Innovation Network Strategy Fellow, 2022

Led assessment on expansion of NSIN accelerators, identifying cities with strong NatSec tech ecosystems, establishing operating model/playbook for innovation hubs, and defining success factors/KPIs; Evaluated early/seed-stage startups for dual-use capability, technology readiness, and mission partner solution-fit to connect innovators to accelerator programs and opportunities for SBIR/VC investment.

Deloitte Consulting

Senior Consultant, 2018-2022

Strategy consultant with Deloitte Government & Public Services, focused on Department of Defense. Managed teams in support of organizational strategy and transformation efforts for Department of Defense across mission areas including personnel & readiness, counterintelligence & critical technology protection, cybersecurity, and acquisitions & sustainment.



Geffen Hall

645 W 130

Claremont

Class Of
2025



Shrey Agarwal

sagarwal25@gsb.columbia.edu
Case Western Reserve University, BS, Finance & Economics

Interests: Vertical SaaS, B2B Marketplaces, E-Commerce, Embedded FinTech

Thesis Topic: Investing in GenAI at the application layer

Draper Associates

MBA Associate, 2024

Identifying and assessing potential investment opportunities in Pre-Seed and Seed startups. Conducting thorough market research, evaluating product market fit and collaborating with founders to understand their vision and business models.

Bessemer Venture Partners

Investor, 2023

Sourced and evaluated Seed and Series A/B startups building Vertical SaaS and B2B marketplaces. Responsibilities included presenting detailed memos to the investment committee, encompassing extensive research on TAM, SaaS metrics, customer retention, competitive landscape and exit strategy. Additionally, authored and published BVP's thesis on B2B marketplaces.

Unitus Ventures

Investor, 2021-2023

Responsible for leading the investment process, with a primary focus on Seed and Pre-Series A startups building for the mass population of India. Invested in companies across sectors, including B2B2C gig-work platforms, social e-commerce, and AR/VR technologies. Additionally, managed several portfolio companies as a board observer, leading follow-on investments and playing a crucial role in enhancing operational efficiencies and growth strategies for these companies' post-investment.



Dominique Barir Jensen

dbarirjensen25@gsb.columbia.edu
University College London (UCL), BSc, Biochemistry & Molecular Biology; University of Copenhagen, MSc, Human Biology

Interests: Life Sciences, Biotech, Healthcare, FemTech, Frontier Tech

Thesis Topic: Digital Health

ALK-Abello

Corporate Development, Head of Partnership Development, 2018-2023

Promoted to lead global partnership development after three years in corporate development roles at ALK, the world leader in allergy immunotherapy. Established and steered the Innovation & Portfolio Committee and drove investments, in-licensing deals and strategic partnerships within biotech, diagnostics, digital health, and consumer care. Spearheaded global strategies including the company's 10-year R&D pipeline strategy, the US Market Access strategy, and ALK's Roadmap to entering the Food Allergy space.

Cytoconsult

Founder, 2018-2020

Founded and led Cytoconsult, a freelancer-based consulting firm, to support life sciences companies and investors. Projects included sourcing and due diligence of biopharmaceutical investment opportunities for investors in Israel and Scandinavia, regulatory submissions for medical device companies (incl. two Fortune 500 companies), and scientific communications and illustrations.

Pontifax Analyst & Life Sciences Consultant, 2015-2017

Conducted due diligence on prospective investments within biopharmaceuticals and medical devices, mapping competitive landscape and market opportunities for Israel's largest life science investor. Represented Pontifax in Scandinavia to scout for investment opportunities and connect with investors and served as judge for the health category of University Startup World Cup.



Matt Cahill

mcahill25@gsb.columbia.edu
Boston College, BS, Finance

Interests: Consumer, Healthcare, Climate Tech, Early Stage

Thesis Topic: Investment in generative AI at the consumer application layer

Flat Rock Global

Private Credit Investor, 2018-2023

Led full cycle investment process including due diligence, financial modeling, deliverable production, and presentation to Fund's investment committee for 30+ investments totaling \$200+ million. Oversaw various third-party service providers to facilitate efficient cross-functional fund operations. Supported liquidity management process, fund capital raising efforts and LP reporting. Promoted to Vice President 12-months ahead of normal progression. Flat Rock Global is an alternative credit asset manager.



Mina Chen

minachen25@gsb.columbia.edu
University of Tokyo, Bachelor of Law & Politics

Interests: Healthcare, Deep Tech, EdTech, Consumer

Thesis Topic: Vertical AI in Healthcare

Kearney

Associate, 2022-2023

Led 10+ person team under CEO in crafting GTM strategy for microRNA liquid biopsy for lung cancer, resulting in successful market entry and impacting 100k+ patients; Accelerated launch of ML-powered rare disease diagnosis software in Japan by 18 mos, targeting \$21 billion market, by fostering partnership between global pharmaceutical company and U.S.-based AI startup, while engaging regulatory authorities.

Kearney

Analyst / Senior Analyst, 2019-2021

Steered formulation of marketing resource optimization strategy for global beverage company, uncovering profit uplift of \$190M and customer personas, paving way for 3-year roadmap development project; Designed cross-hospital digital network and rare disease patient referral algorithm with global pharmaceutical company and Japan's largest physician platform, identifying pain points through EHR data analysis; Achieved accelerated promotion to Associate in 12 mo. (vs. 24-mo. standard).

M3, INC.

New Business Development Intern, 2018-2019

Launched direct-to-consumer genetic testing product focusing on preventative health in the Japanese market through partnership with U.S.-based Biotech firm; led research of marketing regulations and designed operational model to accelerate turnover while ensuring cold-chain quality, resulting in steady initial uptake.



Aakriti Chowdhary

achowdhary25@gsb.columbia.edu
Lady Shri Ram College for Women, University of Delhi, BA, Economics AND Delhi School of Economics, University of Delhi, MA, Economics

Interests: Fintech, Consumer, AI

Thesis Topic: Investing in bootstrapped fintech startups

Bessemer Venture Partners

Pre-MBA Investment Associate, 2023

Sourced and evaluated Series A+ fintech investment deals. Created Bessemer's payments-tech thesis, identifying 2 key opportunities to disrupt \$1.5T market in India.

Razorpay

Associate Consultant, Corporate Strategy, 2021-2023

\$7.5Bn payments-tech startup in India funded by Sequoia, Tiger Global, Ribbit Capital. Worked with the founders on cross-functional strategic projects and led investor relations. Developed market entry thesis for Razorpay's BNPL strategy. Designed and executed go-to-market strategy for Razorpay's largest acquisition (\$150M acquisition of Ezetap), benefitting 300k+ merchants. Formulated pricing strategy and recommended product improvements for new one-click checkout product.

Citibank

Manager, Digital Sales and Marketing, 2018-2021

Amongst the top 2 selected out of 100+ applicants for Citibank's Graduate Management Analyst Program, a 2-year rotational program. Worked closely with the Managing Director and APAC leadership team to develop the digital cross-sell strategy, launching 10+ growth initiatives that increased the customers with more than 1 product by 2X. Received 'Rising Star', an international award given to top 2 employees across 17 APAC markets.



Rohit Datta

rdatta25@gsb.columbia.edu
The University of Texas at Austin, B.S.A. Computer Science, B.B.A. Finance

Interests: ClimateTech, B2B SaaS, Deep Tech, growth stage

Thesis Topic: Clean energy generation

Contrary

MBA Venture Partner, 2023

Sourcing and investing in startups from preseed to Series B startups by meeting with founders, analyzing the market, and identifying risks to create investment memos and pitch to investment committees.

Formspree

Cofounder/CEO, 2020-2023

Founded form API devtools startup; bootstrapped company to over 500K users, 8 employees, and profitability; notable major customers include OpenAI, IBM, and UPS. Defined the vision for the company from inception and led company through scaleup phase.

Apple

Software Engineer, 2018-2020

Built the infrastructure responsible for data queues for Apple's largest cloud services including iMessage, Apple Maps, and iCloud. Designed and launched encrypted data mirroring service across Apple's global data centers.



Felipe Feffer

Ffeffer25@gsb.columbia.edu
Brandeis University, BA, Philosophy and Music

Interests: Climate Tech, Fintech, Vertical SaaS

Thesis Topic: Vertical and Horizontal SaaS - AI

PIPO Capital

Partner and Portfolio Manager, 2021-2023

PIPO Capital is a VC firm focusing on growth equity and fund of funds. I created the Fund of Funds arm, managing USD \$20mn. We invested in leading VC firms focused on LatAm.



Julie Kim

mkim25@gsb.columbia.edu
Amherst College, BA, Neuroscience

Interests: Healthcare, Biotechnology, Deep Tech

Thesis Topic: Workforce gaps and investment opportunities for tech-enabled solutions

FemHealth Ventures

Investment Associate, 2021-2023

Invested in early-stage women's health startups developing medical devices, diagnostics and digital products targeting areas of high unmet need. Sourced hundreds of opportunities, fostering diverse connections and maintaining deal updates. Conducted rigorous due diligence, crafting financial models and extensive investment memos. Helped establish fund's operational protocols, knowledge databases, and expanded firm visibility through digital marketing and thought leadership articles.

Clarion Healthcare

Senior Associate Consultant, 2021 Associate Consultant, 2020

Executed 12 projects on assets ranging from small molecules to cell therapies, across a broad range of therapeutic areas with a focus on immunology, oncology, and neurology. Project experience includes crafting a 10-year disease strategy for a large-cap pharma's melanoma program, designing and leading cross-functional tactical planning workshops, conducting opportunity assessments via expert interviews, and optimizing drug launch strategy by segmenting physicians and customizing messaging.



Jaclyn Kolbert

jkolbert25@gsb.columbia.edu
University of Michigan, BA, Organizational Studies and Sociology

Interests: Climate and Sustainability, Digital Health, FemTech, Consumer Wellness

Thesis Topic: Climate Tech

Versatile VC

Pre-MBA Intern, Summer 2023

Fintech VC focused on investments in the private tech stack. Performed due diligence for generative AI sourcing tool and conducted market research to assess best methods to build both LP partnerships and talent pipeline of founders.

Deloitte Consulting

Senior Consultant, 2018-2023

Supported business transformations across array of industries, e.g.: Enabled global telecom company to realize intended value of tech adoption (~\$200M in savings and ~\$100M in revenue by FY25) by streamlining processes between team members; Managed design of cross offering strategy for Digital Platform Company clients to create \$10B deal flow by FY27; Prepared global cloud computing company to serve U.S. Intelligence community (\$40M opportunity in yr. 1), including proposing governance structure and op model for new business line.



Stephan Morse

smorse25@gsb.columbia.edu
Trinity College, BA, Political Science. Minor:
Mandarin Chinese

Interests: Vertical Fintech, Blockchain, Web3,
MarTech, Early Stage

Thesis Topic: Investing in Innovative Crypto
and Blockchain Applications for Enhanced
Consumer Experience Management

Innovid (IPO - 2021)

Product Marketing, 2019-2023

Led GTM strategy and project management for product/partnership launches, improving cross-functional collaboration. Streamlined launch processes, resulting in 10 successful data partnerships and revenue growth. Directed strategy for OTT/streaming TV ad analytics product, gaining 13 clients through product innovation and training. Spearheaded Innovid's "Decoding CTV Measurement" study across 20 brands, 35 campaigns, and \$35MM media spend, earning TV of Tomorrow's 2022 Research and Analysis Award.

dataXu (Acquired - Roku)

Marketplace Specialist, TV, 2018-2019

Business Development role managing supply-side Over-the-Top (OTT)/Streaming TV vendor relations to enhance premium inventory access. Developed TotalTV Packages, pre-curated inventory groupings that simplified selection, expedited campaign launches, and generated \$1.25MM in gross client media spend. Expert in DataXu's streaming TV capabilities, providing technical troubleshooting, leading internal trainings, and creating product documentation to support Sales and Client Service teams.

Tru Optik (Acquired - TransUnion)

Product Marketing and Partnership Manager, 2016-2018

Led sales, business development, and marketing for a Streaming TV/OTT startup. Developed go-to-market strategies for data and privacy products. Supported the CEO in strategic communications, co-authoring press releases and investor reports to boost visibility and relations. Generated \$270K in sales in this emerging industry, overseeing the entire sales cycle, from client presentations to post-campaign analysis and upselling, driving significant business growth and market entry.



Dapo Ogunfeitimi

Ogunfeitimi25@gsb.columbia.edu
University of Texas - Dallas, BS, Finance &
Accounting

Interests: Payments, Vertical SaaS, Fintech

Thesis Topic: Payments

Flourish Ventures

Senior Investment Analyst, 2021-2023

Co-managed and participated in all aspects of the deal process including initial sourcing, market research, due diligence, modeling, and memo writing. Flourish Ventures is a VC firm that invests in fintech technologies from the Seed through Series B stages.

EY

Senior, 2018-2021

Executed due diligence within the enterprise tech, data, and essential home services verticals as a part of the M&A advisory team



Elizabeth Peng

Epeng25@gsb.Columbia.edu
University of Pennsylvania, BS, Finance and BA,
Anthropology

Interests: GenAI, Consumer, Health & Wellness,
Hospitality, Proptech

Thesis Topic: Consumer GenAI

Elliott Management

Private Equity Associate, 2021-2023

As part of the software investment team, served as board observer for 3 portco's, Coveo (TSX:CVO), Gigamon, and Wrike: provided guidance to management on key initiatives (GTM, path to profitability), executed debt financings and transactions (exits via sale/IPO, asset divestitures), and managed lender reporting. Diligenced \$500M-\$10B EV software companies for acquisition and sourced opportunities in the Office of the CFO sub-sector by building relationships with management team members and bankers.

Citigroup

Investment Banking Associate and Analyst, 2019-2021

Executed M&A, IPO, and debt financing transactions across internet, software, and semiconductor sectors. Key transactions included Uber's acquisition of Grubhub (seller accepted topping bid in late stages) and Sk Hynix's acquisition of Intel NSG (first phase closed).



Isabella Todaro

itodaro25@gsb.columbia.edu
Georgetown University, BS, International Environmental Policy

Interests: Climate SaaS, Climate Deep Tech, Supply Chain Decarbonization

Thesis Topic: Carbon as a tradable asset

Climate Tech Circle Fund

MBA Fellow, June - December 2023

Co-developed an investment thesis focusing on consumer climate tech and led regulatory research. Developed climate impact metrics for future due diligence processes and co-wrote deal memos for early stage cell-cultured meat and circular delivery companies.

Climate Neutral

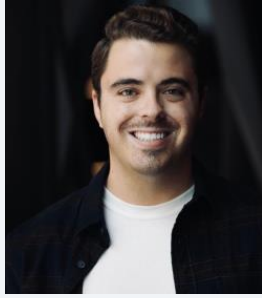
Founding Team Member (Head of Carbon Measurement), 2019-2023

Joined as the third hire and was responsible for developing and launching a "Climate Neutral" certification offering. Working with academic experts from MIT, launched a software tool for companies to measure and manage their Scope 1-3 emissions. Managed and grew the Business Emissions Evaluator (BEE) for four years, working with a team of engineers and designers, and users like REI, Allbirds, Cotopaxi, and Yeti. Launched an API to integrate the BEE into leading ESG data management platforms.

Pawame

Corporate Development Associate, 2019

Pawame distributes and finances pay-as-you-go solar home systems in Kenya. Was on the core fundraising team and worked on debt, equity, and grant fundraising. Led expansion pilots into Somali market and built a county-level expansion tool in partnership with USAID Power Africa.



Will Walker

wwalker25@gsb.columbia.edu
Duke University, BS, Economics (High Distinction)

Interests: AI (Enterprise and Consumer), Revenue Technology, Vertical SaaS

Thesis Topic: AI investment framework across the value chain

Salesloft

Senior Value Engineer, 2021-2023

Selected to help build the Value Engineering team; strategist focused on driving C-level business value engagements with key enterprise prospects, resulting in >\$1.5M in revenue closed in fiscal year '23. Lead keynote speaker at Salesloft's annual conference; delivered 70-minute thought leadership presentation on sales technology strategy to 437 in-person attendees (1/3 of customers / prospects represented). Led GTM strategy project resulting in ~\$1B growth in serviceable obtainable market.

Yext

Sales Engineer, 2020-2021

Built and led technical product demonstrations in pursuit of strategic, enterprise sales deals, resulting in >\$1.2M in annual revenue closed in fiscal year '22. Partnered with Strategy leadership and top enterprise sellers to enhance GTM strategy across the insurance payer and pharmaceutical industries

Yext

Platform Manager, 2018-2020

Managed technical consulting services for strategic enterprise accounts; helped grow a large financial services company's annual account spend from <\$400K to >\$2M in one of Yext's largest sales of the year. Led cross-functional project with Product to update platform functionality, resulting in 53% accuracy improvement.



Michael Youniss

MYouniss25@gsb.columbia.edu
University of Pennsylvania, BA, Logic, Information, and Computation

Interests: Deep Tech, Climate Tech, Cyber, Vertical SaaS

Thesis Topic: Investing at the intersection of Generative AI and Cyber Security

Allma

Sr. Product Manager, 2021-2023

Lead product development at a Series A startup. Allma is building collaborative productivity tools for knowledge workers on top of OpenAI's suite of APIs. Executed and iterated strategic vision for improving intra-company communication processes.

Salsify

Product Manager, 2020-2021

Lead product development on the core data model for Series E startup. Salsify builds an E-Commerce data management platform for brand manufacturers to more efficiently manage and activate their content. Collaborated with customers, partners, and engineers to revamp the data model to handle the complexities of the growing D2C E-Commerce space.

Capital One

Product Manager, 2017-2020

Lead product management across services responsible for the processing online credit card applications. Scaled new services to handle country-wide applications and render approval and credit line decisions in under 15 seconds.



Keqin Zhao

KZhao25@gsb.columbia.edu
University of Pennsylvania, The Wharton School,
BS, Finance & Statistics

Interests: AIGC, Consumer, Vertical SaaS

Thesis Topic: AIGC-powered Vertical SaaS in
Healthcare

Moonshot AI

Product Intern, 2023

For the LLM model venture (\$2B capital raised), conducted user analyses for feature improvement, identified business use cases for monetization, and developed upstream hardware investment plans.

Liangzhu Museum Technology Lab Business Consultant, 2022-2023

For the government sponsored start-up developing new technology for archaeology usage, conducted new technology market research to identify archeology and museum use cases, including AIGC pattern restoration, artifacts' 3D scanning and simulation, and robotics in uncovering and repairing processes. Advised on AIGC use case's product business model.

Deloitte Consulting

Consultant, 2020-2023

Focused on consumer product and infrastructure industries, primarily engaged in projects about market scan, digital transformation, and SaaS product development. I assisted clients in conducting extensive market research, formulating strategies and operational models, and selecting strategic partners (e.g. Nike & new tech ventures for 100% automated warehouse; ANTA x new material ventures; Southern Airlines x AI ventures).



Student Leadership 2023-2024

James Barone, Managing Director	Maeve Morse, VP Lang Fund Diligence
Nav Vishwanathan, Managing Director	Archit Gadhok, VP Lang Fund Diligence
IJ Ejimadu, VP Events & Academics	Clementine Gazay, VP Fund Partnerships
Laura Correa, VP Events & Academics	Ethan Shaw, VP Fund Partnerships
Jewel Stone, VP of Community	

