

COLUMBIA VENTURE FELLOWS PROGRAM 2024-2025

# 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.



Geffen Hall

645 W 130

Classroom

100

# 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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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

Managed 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

[OOgunfeitimi25@gsb.columbia.edu](mailto:OOgunfeitimi25@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 Associate, 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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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

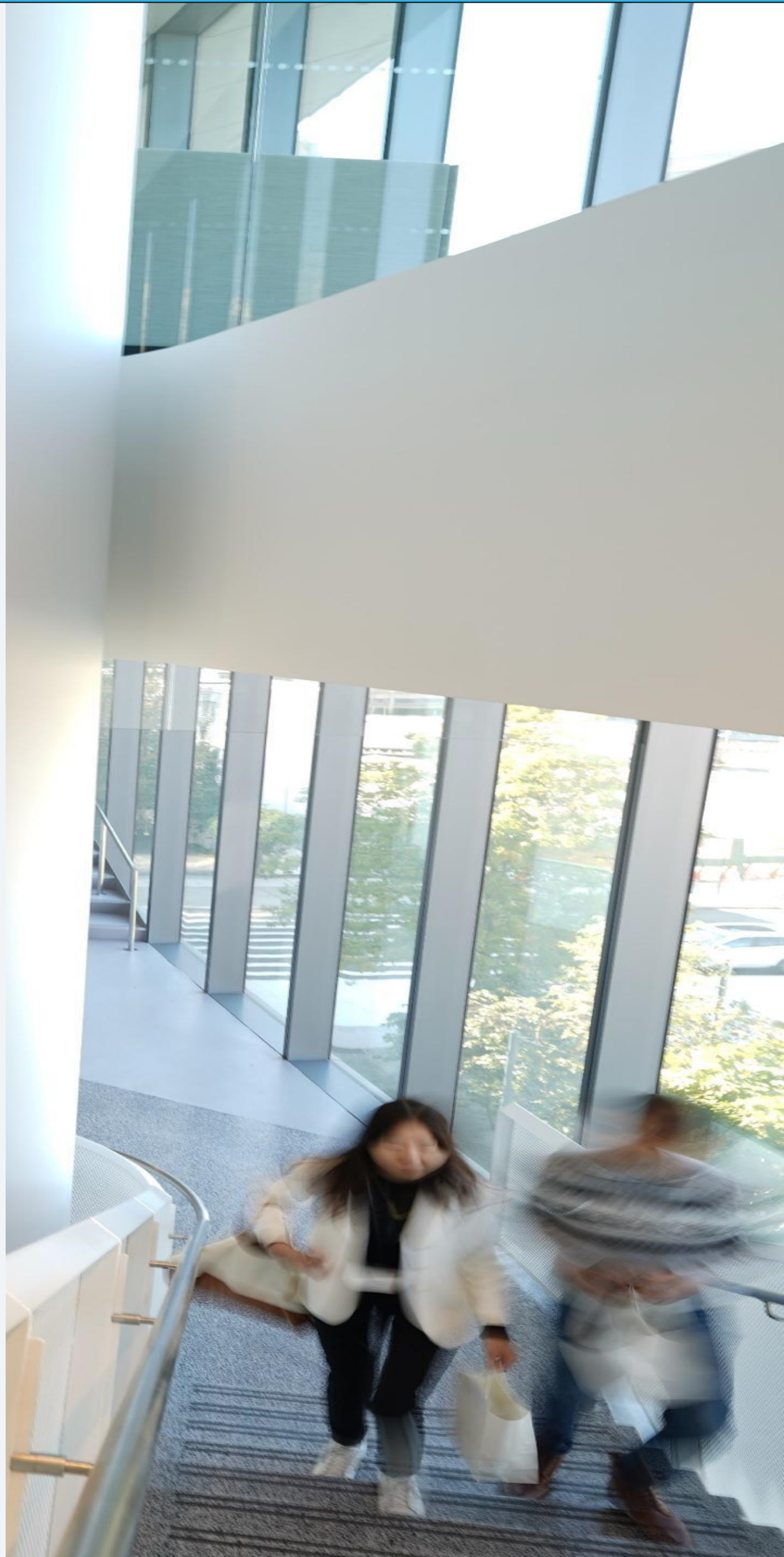
For the LLM model venture (\$2B capital raised),  
conducted user analyses for feature improvement,  
identified business use cases for monetization, and  
developed upstream hardware investment plans.

### 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).







Class Of  
2026





Sam Barnhill

[sbarnhill26@gsb.columbia.edu](mailto:sbarnhill26@gsb.columbia.edu) University of Notre Dame, BBA, Marketing and BA, English

**Interests:** B2B SaaS, AI, FinTech, ClimateTech, Early Stage

**Thesis Topic:** AI for Enterprise Workflows, Specifically Targeting the Office of the CFO

Salesforce

Account Executive, 2021-2024

Operated a territory of 70+ customer accounts, ~300 prospect accounts carrying a \$1M+ annual quotas. Led a team of supporting account executives within the Retail & Consumer Goods vertical in our account management alignment and active deal strategy across all Salesforce products. Managed a team of business development reps aligned to my accounts.

Salesforce

SDR + BDR, 2018-2020

Ran both inbound and outbound prospecting efforts for wide variety of customers and prospects, ranging from startups to Fortune 500 financial institutions. Partnered with senior sales executives and made 100+ cold calls daily.



Luke Cappellano

[lcappellano26@gsb.columbia.edu](mailto:lcappellano26@gsb.columbia.edu) Vanderbilt University, BA, Economics

**Interests:** Vertical SaaS, Climate Tech, Artificial Intelligence

**Thesis Topic:** The Impact of AI Agents Across Labor Markets and the Consumer

Aeris Partners

Investment Banking Associate, 2021-2024

Executed multiple M&A transactions for high-growth SaaS businesses with Enterprise Values between \$100m-\$1B. Managed all aspects of the M&A lifecycle including transaction development, market analysis, valuation, diligence and execution.

Morgan Stanley

Technical Program Manager, 2019-2021

Managed public cloud infrastructure transformation from kickoff through design, build, migration and launch of Morgan Stanley Wealth Management's first client facing application on Microsoft Azure. Obtained additional funding to design and implement proprietary infrastructure visualization tooling to improve diagnostic capability and predict outages across the Wealth Management Infrastructure Stack.



Christian Carrion-Vera

[ccarrionvera26@gsb.columbia.edu](mailto:ccarrionvera26@gsb.columbia.edu) University of Southern California, BS, Business Administration

**Interests:** Ag-tech; Energy & Climate; Transportation, Ed-tech; B2B SaaS

**Thesis Topic:** Investing in grid optimization technology

L.E.K. Consulting

Associate Consultant, 2021-2024

Conduct private equity diligence, analyzing market opportunities, competitive dynamics, and growth potential across industries. Lead data-driven assessments to evaluate scalability, market fragmentation, and barriers to entry. Identified areas of opportunity for growth and supported both buy-side and sell-side transactions across a wide range of industries, but primarily in F&B, industrials, and TMT.

Capgemini Invent

Senior Consultant, 2018-2021

Focused on business transformation and organizational change projects. Developed strategies to accelerate the adoption of new workflows and technologies. Developed Learning and Development approaches and frameworks to improve employee performance.





Stephanie Chen

[schen26@gsb.columbia.edu](mailto:schen26@gsb.columbia.edu)  
Swarthmore College, BA, Political Science

**Interests:** Climate Tech, Sustainable Supply Chains, Food & Ag Tech

**Thesis Topic:** Private Markets Infrastructure

Stray Dog Capital

Associate, 2022-2024

Sourced and performed due diligence for Seed - Series A food technology companies with a focus on investments in plant-based, fermentation, and cellular agriculture technologies. Authored detailed investment memos with competitive market analysis, evaluation of tech viability and unit economics, and assessment of the dynamic sustainable food tech industry.

Capital One

Principal Associate, 2019-2022

Managed a \$1.1B portfolio of 21 accounts and underwrote cash flow loan transactions totaling \$565M on the Leveraged Finance Diversified Industries team. Completed a 2 year commercial banking rotational program consisting of two rotations on the Healthcare Real Estate underwriting team and Commercial Real Estate credit risk team.



Pauline Cho

[pcho26@gsb.columbia.edu](mailto:pcho26@gsb.columbia.edu)  
Pennsylvania State University, BS, Finance

**Interests:** Proptech, Climate Tech, Fintech, Early & Growth Stage

**Thesis Topic:** Cyber Insurance for Smart Buildings, Parametric Insurance for Climate Risks

Metaprop

MBA Associate, 2025-Present

Supported venture capital investment activities in PropTech, focusing on market analysis, due diligence, and investment theses for real estate technology startups. Engaged with founders and industry experts to identify disruptive business models in construction tech and sustainable building innovations.

Seojoong International

CEO/President 2013-2024

Led the expansion of a sustainable construction materials business, increasing revenue by 250% and net profit margin by 300%. Developed strategic supplier relationships across 23 countries, securing exclusive distribution rights for innovative engineered wood and mass timber products. Oversaw the design and construction of a \$9M office and warehouse project, optimizing supply chain operations and reducing lead times by 20%.



Lewis Clements

[lclements25@gsb.columbia.edu](mailto:lclements25@gsb.columbia.edu)  
University of Texas at Austin, BS, Mechanical Engineering

**Interests:** Deep Tech, AI / Robotics, Mobility, Climate Tech

**Thesis Topic:** AI and the Physical World (robotics, manufacturing, systems design & engineering)

Argo AI

Product Manager, 2022-2023

Oversaw driverless ridesharing and goods delivery pilots with Lyft and Walmart in Austin and Miami, defined product requirements, and supported the go-to-market strategy for the public launch of AVs. Analyzed vehicle telematics data to manage improvements in the self-driving software, developed internal tooling for engineers to analyze video and sensor data, and monitored customer feedback to improve the ridesharing and delivery services.

CloudKitchens

Operations Manager, 2021-2022

Supported launch of new restaurant marketing software to automate promotions and advertising on food delivery platforms (e.g., UberEats, DoorDash). Defined standard operating procedures, built tools to automate processes, and trained users across Sales, Product, and Customer Success teams. Managed the initial pilot, development into a public web platform, and scaling of operations into a new business line with over 1,000 customers.

L.E.K. Consulting

Associate Consultant, 2019-2021

Developed growth and M&A strategies for fintech, B2B SaaS, and consumer software companies. Also developed clinical trial and go-to-market strategies for novel drugs launched by life science companies and conducted due diligence and market studies for private equity firms assessing tech and healthcare investments.



Arjun Dundoo

[adundoo26@gsb.columbia.edu](mailto:adundoo26@gsb.columbia.edu)

University of Southern California, BS,  
Business Administration

**Interests:** Consumer, Fintech, Vertical SaaS,  
Series A/B

**Thesis Topic:** AI-Enabled Hyperpersonalized Ecommerce

Harlem Capital

Intern, Winter 2025

Conduct diligence on seed-stage startups spanning a multitude of verticals, but with a focus on B2B SaaS, prepare pre-memos and memos for partner review, assess pitches to identify high-potential founders. In addition, provide ongoing support to portfolio companies through recurring calls and actively participate in weekly investment committee meetings. Harlem Capital is a venture capital fund with \$174M AUM across funds I and II and is actively raising a \$150M fund III.

FINTOP

Summer Associate, Summer 2024

Created private capital markets technology thesis, including market map and deliverable with competitive landscape, catalysts, and recommendation. Assessed pitches from founders of > \$1M ARR startups, sourced deals, modeled PF cap tables and waterfall analyses. Conducted diligence (market sizing, competitive analysis, financial modeling, and more) for potential Series A investments, including an AI-enabled portfolio monitoring and rebalancing platform and a supplemental insurance startup.

Bird

Corp Dev, 2022-2024

Guided firm through tumultuous public market / fundraising environment by developing thematic acquisition strategies, refining industry perspectives, and maintaining relationships; highly involved role given distressed nature of company. Led and executed M&A and financing opportunities; managed investment memoranda, financial analyses, and outside parties including outside counsel and auditors. Successfully closed two financing facilities and two acquisitions.



Mimi Fiertz

[mfiertz26@gsb.columbia.edu](mailto:mfiertz26@gsb.columbia.edu)

Dartmouth College, BA, Psychology

**Interests:** Consumer Tech, CPG, Digital Health

**Thesis Topic:** Investing in longevity technologies for the mainstream consumer

Level All

Associate Director, Strategy, 2021-2024

Led strategy and operations for a Series A Ed-Tech startup providing college and career counseling through expert-developed content. Focused on market expansion and establishing product-market-fit through primary research and target customer interviews. Transformed internal operations by implementing project management software, replacing fragmented Excel-based processes with scalable systems. Managed key relationships including several State Departments of Education and national organizations supporting thousands of students.

Investor Group Services

Senior Associate Consultant, 2018-2021

Provided strategic consulting and M&A diligence to a range of private equity and corporate clients. Worked on 60+ cases across consumer product, industrial, education, healthcare, and technology sectors. Constructed market models using both proprietary and public data to effectively evaluate the annual revenue and overall revenue opportunities available for a product or service. Managed a team of researchers to gather insights from market participants, customers, and competitors.



Jake Grogan

[jgrogan25@gsb.columbia.edu](mailto:jgrogan25@gsb.columbia.edu)

University of Texas at Austin, MS,  
Computer Science; University of  
Minnesota, BS, Management Information  
Systems

**Interests:** Defense, AI/ML, AR/VR, Critical  
Infrastructure

**Thesis Topic:** AI enabled Human-Machine  
Teaming for Defense

Genies

Software Engineering Manager, 2022 - 2024

Led strategic expansion of the engineering team, recruiting and mentoring top-tier talent and shepherding the development of the Avatar platform, launching from concept to production in under three months. Contributed significantly to the company's rapid growth trajectory, establishing scalable processes and increasing engineering throughput by 900%, decreasing build times by 600x, and reducing crashes by 66%

Microsoft

Product Manager, 2019 - 2022

Led product development for Cloud & AI (Azure, Office) and Devices (HoloLens), impacting 1B+ users and \$2B+ in ARR. Created a first-of-its-kind Mixed Reality combat visor for the U.S. Army and delivered executive demos for Bill Gates, Alex Kipman, and top Army brass, leading to renewal of a \$22B defense contract. Launched government cloud platform, partnering with the NSA to develop Government Cloud GTM strategy.

U.S. Navy

Nuclear Submarine Officer, 2013 - 2018

Commanded a \$2 billion submarine and a crew of over 120 through five deployments in the Pacific Ocean and Philippine Sea. Oversaw operation of a nuclear reactor plant within challenging and rapidly changing combat environments, ensuring the safety and security of both the submarine and its personnel. Awarded ship's Officer of the Year in 2017 and the Navy Achievement Medal in 2017 and 2018.





Zain Khanna

zkhanna26@gsb.columbia.edu

Wesleyan University, Bachelor's, Chemistry & Economics

Interests: FinTech, Healthcare, Deep/Hard Tech, Consumer

Thesis Topic: Agentic AI & FinTech

Charge Ventures

Venture Fellow, Nov 2024-Present

Identified and executed new investment opportunities relevant to Charge’s portfolio strategy and supported general partners in venture investment transactions. Built relationships with founders and developed investment thesis on opportunities within Fintech & Agentic AI. Charge.vc is a purveyor of premium pre/seed venture capital and leads pre/seed rounds with \$250-750k investments across sectors.

Citigroup Inc.

Vice President, July 2019-May 2024

Led innovative product development effort for equities indication of interest (IOI) workflow resulting in 951 new client targets, 709 new trades transacted, totaling \$3.6 billion notional crossed and \$6mm annualized commission revenue. Traded equity index rebalance, customer portfolio, creation/redemption and fixed income multi-asset portfolio. Recruited 15+ prospective Citi employees via college campus team and mentored/trained incoming analysts.

Stewart E. Novick, Ph.D., Research Group,

Undergraduate Researcher, May 2017-May 2019

Conducted physical chemistry research by molecular beam microwave spectroscopy. Wrote two papers titled 2-methyl-1-hexen-3-yne and 3-hexyn-2-one Adventures In Methyl Group Internal Rotation and Perfluorocarboxylic Acids Complexed with Water and Formic Acid which were presented at the International Symposium on Molecular Spectroscopy.



Rhea Nagpal

rnagpal26@gsb.columbia.edu

Barnard College, Columbia University, BA, Economics

Interests: Digital Health, Fintech, Vertical SaaS, Future of Work

Thesis Topic: Vertical AI applications in pharmaceuticals

Bread Financial

Product Manager, 2022-2024

Managed customer-facing experiences for Buy Now Pay Later and other lending products to improve UX, drive revenue, and enable growth via merchant partnerships. Led Personal Loans product relaunch, generating over \$100 million in loan originations in 2024. Bread Financial is a leading financial technology company that offers private-label credit cards, loans, and flexible payment options, creating opportunities for customers and partners that offer ease, empowerment, and financial flexibility.

Oscar Health

Associate Product Manager, 2021-2022

Drove strategy and implemented features to improve the platform used to process claims for Oscar insurance holders. Increased platform capacity by 90% to support incoming claims from the jump in healthcare membership to 1 million members in 2022. Oscar Health is the world’s first health insurance company built around a full stack technology platform, a virtual care provider through Oscar Medical Group, and a technology and services partner to other health care organizations through +Oscar.

Barclays Investment Bank

Electronic Equities Trader/Product Manager, 2019-2021

Oversaw algo suite and built custom solutions for institutional Equities clients to trade more frequently and in larger volumes. Launched BARX Book, the bank’s first single dealer platform, providing access to principal liquidity, in collaboration with Nasdaq. Barclays Investment Bank offers a range of strategic advisory, financing, and risk management solutions to corporate, government, and institutional clients worldwide through three divisions: banking, markets, and research.



Laura Nassim

lnassim26@gsb.columbia.edu

Barnard College, BA, Economics & History

Interests: Fintech

Thesis Topic: How AI agents are empowering enterprise workers within Fintech

Unit Finance

Business Operations Specialist, 2021 - 2024

Early employee at a fintech Banking-as-a-Service startup. Owned cards product, led cross-functional teams to develop new debit and credit features, Built project management infrastructure for card implementations, improved profitability, and reduced implementation timelines. Managed strategic partnerships between Visa, Apple, card printers, and clients (startup to enterprise). Optimized billing operations and established support processes before teams were hired.

AllianceBernstein

Associate Portfolio Manager, 2020-2021

Managed AB’s highest-growth product, Tax Aware Separately Managed Accounts (over 13k portfolios). Traded municipal bonds, treasuries, and mutual funds to optimize portfolio income and tax efficiency. Analyzed performance data, created reports on key metrics, and presented findings to investment teams. Assisted with due diligence on municipal bond offerings and supported research analysts with investment recommendations. Executed client requests and adjusted portfolios to align with risk targets.

AllianceBernstein

Business Analyst, 2019–2020

Led design and implementation of trade automation projects for Fixed Income team. Presented workflow analysis and automation recommendations to the CTO and COO after conducting in-depth studies of four operational teams preparing for relocation. Engaged directly with stakeholders to map processes, identify inefficiencies, and develop comprehensive documentation to support the transition. Proposed and managed development of a task-based communication platform for investment team, modeled cost savings, and led successful implementation.



Avika Sagwal

asagwal26@gsb.columbia.edu

Wagner College, BS, Finance

Interests: Fintech, Vertical SaaS, AI

Thesis Topic: Vertical AI for legacy and underserved industries

Bessemer Venture Partners  
Pre-MBA Investment Associate, 2024

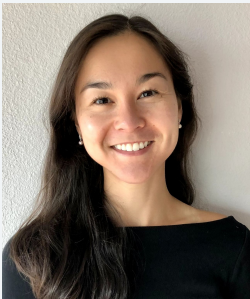
Sourced and evaluated 70+ deals in the Small and Medium Businesses (SMB) SaaS ecosystem, assessing the product market fit, scalability, and competitive positioning. Estimated the \$1T India SaaS opportunity and developed Bessemer’s thesis on SMB SaaS in India, identifying the key profit pools, the regulatory tailwinds and India-US Corridor players to recommend a \$10M investment in a SMB Tech platform.

BharatPe  
Chief of Staff & Head of Investor Relations, 2020-2014

BharatPe (\$2.85B fintech, backed by Sequoia, Tiger Global, Dragoneer). Led corporate strategy, fundraising (\$450M across 2 rounds), and investor relations, increasing valuation 7X. Designed 5-year business plans driving profitability, improving loan margins by 120%, and optimizing commercial models to save \$21M. Spearheaded product and growth initiatives, launching new lending products, scaling to 6M downloads, and adding \$30M to topline. Represented BharatPe at 18 global investor conferences in 2 years.

WTA  
Professional Tennis Athlete, 2017-2020

Professional tennis athlete on the WTA Tour, representing India in both singles and doubles formats. Competed in over 60 international tournaments across 13 geographies, including the US, Asia, and Africa. Awarded a silver medal at the National Games and achieved a WTA world ranking in 2019.



Elisabeth Slighton

eslighton26@gsb.columbia.edu

Princeton University, BA, Medical Anthropology

Interests: Digital Health, Consumer Wellness, Deep Tech

Thesis Topic: Medicaid workforce and care delivery innovations

Rock Health  
Consulting Fellow, 2023 - 2024

Supported business transformation for healthcare enterprises across medical device, diagnostic, and health system sectors. Expanded firm visibility through market reports and thought leadership on emerging healthcare trends, including pediatric digital health and GLP-1 therapeutics. Rock Health is a strategy consulting and venture fund driving innovation and investment in health technology.

98point6 Technologies  
Product Manager II, 2021 - 2023

Managed engineering, design, and business teams to build digital primary care products. Led development of a hypertension management program. Established diagnostic testing product line, driving \$360K in annual revenue. Orchestrated strategy and development of a SaaS platform for urgent care clinics. Launched automated marketing platform reducing campaign delivery time by 90% for 4.8M patients.



Whitney Stewart

wstewart26@gsb.columbia.edu

University of Pennsylvania, BA, International Relations, Modern Middle Eastern Studies; Johns Hopkins School of Advanced International Studies, MA, Sustainable Energy Policy

Interests: Climate Tech, AI, Wellness CPG

Thesis Topic: Investing in the future of voice AI

Accenture Strategy  
Sustainability & Energy Transition Consultant, 2019-2024

Delivered net-zero and value chain sustainability strategy for financial services and tech clients, including decarbonization pathway models and business cases for C-level prioritization of sustainability. Led a global initiative to deliver the United Nations SDG Ambition Accelerator to 470+ companies across 60+ countries. Launched the Sustainability TrendsWatch speaker series and published thought leadership. Co-created Accenture’s sustainability investment thesis for FY24 and designed a strategy to mobilize GTM for existing investments.





Alexandra Stolz

[astolz26@gsb.columbia.edu](mailto:astolz26@gsb.columbia.edu)

Georgia Institue of Technology, BS,  
Chemical & Biomolecular Engineering

**Interests:** Biotech, Healthcare, HealthTech

**Strategy&  
Senior Associate (2023 – 2024),  
Associate (2021 – 2023)**

Led market entry, due diligence, and acquisition strategies for healthcare, MedTech, and PE clients. Designed operating models, supply chain strategies, and global expansion plans, driving growth and cost savings. Built valuation models, investor pitch decks, and revenue forecasts, securing \$5M+ in funding and supporting \$350M+ in acquisitions. Collaborated with C-suite executives and cross-functional teams to drive strategic initiatives.



Anne Zou

[azou26@gsb.Columbia.edu](mailto:azou26@gsb.Columbia.edu)

University of California, Berkeley, B.A.  
Economics

**Interests:** Biotechnology, TechBio, Healthcare

**Thesis Topic:** Transforming Preventative Health and Longevity in the Age of AI

**Trinity Life Sciences  
Engagement Manager, 2023-2024**

Managed \$3M/year in biotech and pharma engagements, advising on BD, portfolio management, and corporate strategy. Formulated a \$3.2B lifecycle strategy for leading I&I biologic by defining scientific and commercial feasibility of 60+ indications. Partnered with new product planning, medical, clinical, market access, and commercial teams on a five-year strategy that resulted in a multi-asset acquisition. Created an investor pitch deck for an oncology biotech that raised \$90M in Series A funding.

**Trinity Life Sciences  
Senior Consultant, 2021-2023**

Led due diligence on an immuno-oncology biotech, developing financial model and market landscape assessments that supported a \$400M company acquisition. Managed ~\$8.6B rolling global forecasts for 15 products across vaccines, oncology, and rare disease, advising senior leaders on commercial opportunities. Built 36 immunology indication playbooks, detailing market dynamics, competitive landscape, patient unmet needs, P&MA considerations, and clinical/regulatory pathways.





## Student Leadership 2024-2025

Will Walker, Co-Managing Director

Michael Youniss, Co-Managing Director

Shrey Agarwal, VP Lang Fund Diligence

Julie Kim, VP Fund Partnerships

Jaclyn Kolbert, VP Fund Partnerships

