

Ayanna Varma

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EDUCATION

Williams College

B.A. in Economics and Computer Science | SAT: 1560 | GPA: 3.8/4.0

- Relevant Courses: Discrete Mathematics, Intro to Computer Science, Investing in a Real Fund, Research in Computing, Data Structures and Advanced Programming, Macroeconomics, Cyber Revolution, Intro to Statistics
- **Teaching Assistant, MATH 220: Foundations of Mathematical Thinking & Discrete Math**

Williamstown, MA

2025 – 2029

Newark Academy

Cumulative GPA 4.4 | AP Scholar with Honor

- Cultural exchange/immersion in Lyon, France (full homestay and local school enrollment)

Livingston, NJ

09/2021 – 06/2025

Harvard Business School Foundry Bootcamp

- Intensive deep-tech entrepreneurship program focused on venture building, product development, and founder skills.

Virtual

05/2026

PROFESSIONAL & LEADERSHIP EXPERIENCE

Klear Capital

US Markets Intern

- Supporting US market launch at a B2B invoice-to-payment financing platform providing working capital to SMBs in critical industries; conducting market research and managing investor and banking partner engagement.
- Contributing to engineering and AI integration initiatives alongside go-to-market work, helping shape customer acquisition, partner strategy, and platform development.

Sausalito, CA

06/2026 – 08/2026

Ad Hoc Committee on AI & Academics

Student Representative

- Appointed by College President as lead student representative on institutional AI strategy; advising Board of Trustees, CAP, Educational Affairs, and Career Center on AI policy and governance.
- Built campus AI web hub, led outreach efforts, and drafted 2026 institutional AI roadmap to guide college-wide policy on AI integration across academics and operations.

Williamstown, MA

09/2025 – Present

EphStart & Williams Investor Network

Co-Founder

- Built and launched Williams' entrepreneurship hub, including platform infrastructure, AI resource hubs, and a podcast serving the campus builder community. Hosted the largest and first community event of Bay Area founders, funders, and innovators; currently expanding across regional hubs.
- Driving alumni-mentor engagement to connect student builders with operators and capital; hosting community events and onboarding founders to support ecosystem development across Williams.

Williamstown, MA

09/2025 – Present

Finance & Economics Leadership, Williams College

Equity Analyst, Williams Investment Group

- Selected as 1 of 7 first-year analysts to manage \$100K+ long-only equity portfolio affiliated with the Williams College endowment; conducting valuation and financial modeling.

Williamstown, MA

09/2025 – Present

Insight Fellow

- Chosen as 1 of 5 first-years for elite economics and finance think tank; producing rigorous applied research and contributing to publication on pressing macroeconomic and policy issues.

President, Economics Student Advisory Committee

- Faculty-elected to advise Williams' largest department on curriculum, academic policy, and departmental priorities on behalf of the student body.

Rally for Tennis

Co-Founder

- Spearheaded student-led \$300,000+ fundraising initiative over 4 years for GNTE and Seton Hall; secured sponsors On, Wilson, and Head; drove national expansion; featured in ABC News.
- Managed partnerships, fundraising strategy, and team coordination across 4 years to provide underserved communities with expanded access to sport, education, and professional development resources.

Livingston, NJ

09/2021 – 06/2025

RPLY (NOX AI)

Launch Marketing Associate

- Managed social media strategy and content for AI productivity tool's product launch; designed automated LinkedIn and X outreach workflows, driving measurable lead generation and early user adoption.
- Deployed social analytics to track acquisition and engagement metrics post-launch; iterated on growth strategy based on real-time data, improving conversion and building initial user base from zero.

San Francisco, CA

06/2024

Bruce Henderson Summer Program

Summer Fellow

- Collaborated in cross-functional teams to develop and pitch venture concepts to BCG senior partners; recognized as MVP for outstanding strategic leadership, executive presence, and presentation excellence.
- Applied BCG consulting frameworks to analyze global sustainable development challenges in executive-level sessions alongside senior partners and a competitive international cohort.

London, UK

07/2023 – 08/2023

SKILLS, PROGRAMS, & INTERESTS

- **Technical:** Python, Java, Excel, G-Suite
- **Speaking:** TEDx Newark Academy – Featured Speaker, "Future-proof yourself: AI skills that will make you irreplaceable" (800 live + 3,800 online)
- **Interests:** Tennis (USTA National Champion, Top-150 national ranking, 2nd Team All-NESCAC 2026, 2x USTA Sportsmanship Award); Entrepreneurship (On Deck Pitch Competition Finalist 2026); Dance (NBC, Williams College's premier hip-hop dance team, 8+ hrs/week)