

AVLEEN KAUR

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EDUCATION

Harvard University

Cambridge, MA, USA

Masters in public policy (JFK Fellowship recipient: merit-based \$40K scholarship, awarded to <5% of the cohort) 2024-26

- Co-chair of the Impact Investing Club, Co-chair of the Education Club— leading events & treks for 200+ students each
- 1/30 participants from 500+ applicants each in 1. Economic Development Seminar; 2. Leadership Development Cohort
- Co-taught the *Impact investing study group*; Research Assistant - Prof. David Yang (US-China: Tech, Trade & Geopolitics)
- Research Assistant to Timothy Massad, ex- US Asst. Secretary of the Treasury (Regulatory policy for AI monopolies)
- Investing associate, Harbus Foundation (deploying \$80K annually); Panel Lead - Fintech, India Conference at Harvard

Lady Shri Ram College, University of Delhi

Delhi, India

B.Com. Hons. (8.5 GPA, Rank 15/73 in class, Dean's LoR for exceptional contribution towards college events) 2016-2019

- President (Dept. of Commerce, LSR): Elected representative of 300+ students, headed 20+ events, dept. administration; launched the college's flagship entrepreneurship cell and organized an educational trip for 400+ members
 - Organized Annual Int'l Dept. Fest, 'Comquest 2018-19', leading sponsorships of \$13k+ & footfall of 1.5k participants from 70+ colleges globally, showcasing 20+ speakers; increased entries by 30% and improved participant satisfaction

PROFESSIONAL EXPERIENCE

Accion Venture Lab (*\$100M+ AUM early stage fintech fund*), *Investment Intern* Washington DC | June 2025- August 2025

- Conducted active deal sourcing & diligence; and research on emerging fintech microtrends across LATAM and Africa

Michael & Susan Dell Foundation (MSDF), *Venture Capital Investment Officer*

Delhi | January 2023– July 2024

- Led 5 equity transactions worth \$9.3M (75%+ of total livelihoods portfolio deployment in FY2024); Select investments:
 - Drove \$3M transaction in ByteXL: edtech training tech talent; built the investment thesis, led the IC proposal & pitch
 - Led a \$2M investment in Airblack: a digital training platform for women entrepreneurs; led commercial diligence
 - Invested \$1.8M in Futwork, betting on tech disruption in traditional BPOs; built the thesis for digital delivery of work
- Reoriented *employability* thesis; built new theses in *Digital Infrastructure, Climate & Gender* informing +\$20M budget
- Led 2 grants deploying \$5.5M towards *college-to-employment* thesis, enabling livelihoods for 120K youth over 3 years
- Portfolio Support: To equip grantees with Design Thinking tools, led a capacity-building program for 20+ participants
- Won a \$40K grant for the *Apne Aap*, a non-profit for rescued victims of trafficking, securing the highest ever 21/23 votes

Scaler (*Sequoia & Tiger Global backed Indian Edtech*), *CEO's office- Special Projects*

Bengaluru | March 2021– Dec 2022

- Built first-of-its-kind self-serving 'Career Counselling' platform to help learners determine career next steps and the sales team filter & pitch effectively; scaled to 37k+ monthly users; adding \$2.8M in revenue incrementally
- Co-created with founders Scaler's 'Coding for Beginners' product, a strategic big bet to increase market opportunity by 30%, expanding to all STEM graduates, beyond only Computer Science
- Devised GTM interventions with sales & marketing heads; doubled the leads in the system for 800+ member sales team
 - Organized the first and the largest National level coding contest with 90k registrations (>25% women, highest in the industry), generating \$400k + in revenue; now instituted as an annual feature at Scaler
 - Gift-a-class: An experiential referral program for 300+ learners in pilot stage, improving paid-user conversion by 4X
- Hired, trained and managed 5 analysts in the Special Projects team; front-faced the projects with CEO & the board

L.E.K. Consulting, *Senior Associate- Private Equity Strategy & Investment Advisory* Mumbai | August 2019 – February 2021

- Strengthened LEK's thought leadership in Southeast Asia; Led 4 diligence mandates (\$1.5M in revenue) for an education-focused \$5B AUM PE firm, to build an affordable K12 chain across Laos, Vietnam, Cambodia and Myanmar
- Expanded LEK's higher-education footprint in the Middle East & Europe- Led market research for a PE firm's \$100M investment in Bahrain's 2nd largest university; Strategized a PE's exit from World #2 & #3 hospitality institutions
- Co-authored the thought report on the effectiveness of impact-linked investments on learning outcomes of K-12 children

COMMUNITY LEADERSHIP

Myra-Ek Pahel, *Founder/Director (Non-profit; educating students from disadvantaged communities)* March 2020– Present

- Built a 50 people team, 800+ volunteer base, launched 5 regional chapters and a continual education program for women
- Launched *Badhein Sabke Kadam*, an initiative for education continuity via online classes for 1.8K+ students during the COVID-19 pandemic; forged partnership with Delhi govt. for teaching 80+ orphan students from 12+ govt. centers

ACTIVITIES & INTERESTS

- **Advisory role with multiple organizations:** Global Schools Forum (GSF)- Advising the edtech team (Part-time 2025)
 - Macmillan Learning- Strategy advisory to launch the legacy publisher's US Business education product (Part-time 2025)
 - Seedstars (\$30M AUM)- Sourcing + diligence support and creating their AI thesis for emerging markets (Part time 2025)
 - MSDF (\$150M AUM)- Built two investment theses: Int'l workforce migration & healthcare skilling (FTE intern 2025)
 - IIM-A Ventures (\$120M AUM)- Built edtech thesis & closed a \$2M round for India's largest vernacular test prep app
- **Technical certifications-** Post graduate diploma in Development Studies (2021); Certified in Data Analytics in Business (2019); National Stock Exchange Certified Capital Markets Professional (2017); Proficient in data analysis using R, Python
- Taught middle school math & science to 20+ low-income students; **Trained Dancer** (Kathak, Modern Contemporary and Jazz); **National medalist & black belt in Taekwondo**, State medalist in Rope Skipping, **Professional Yoga Trainer**