

ARYAN POKHARNA

LinkedIn: [linkedin.com/in/aryanpokharna](https://www.linkedin.com/in/aryanpokharna)

Email | Phone: aryanpokharna@outlook.com | +61 455 549 661

Portfolio: www.aryanpokharna.com

WORK EXPERIENCE

Earlywork

JAN 2024 - PRESENT

Business Development Fellowship

- Selected from a pool of 400+ candidates as 1 of 35 Earlywork Academy Business Development Fellows.
- Trained in foundational tech sales skills (prospecting, written outreach, cold calls, discovery calls) and sales tools (LinkedIn, Lusha) from a curriculum developed in partnership with sales advisors at companies including Salesforce, SafetyCulture and Uber.
- Participated in a 1-day lives sales apprenticeship in partnership with Buildpass.

Athletic Ventures

DEC 2023 - PRESENT

Freelance Software Developer

- Developed and automated a system utilizing Airtable, Abyssale, Mailchimp, and Zapier to send personalized emails to a syndicate of 200+ elite Australian athlete investors, enhancing engagement and brand image.
- In-process of building an athlete dedicated Q&A community forum to facilitate unique knowledge-sharing and strengthen AV value proposition.

Startmate

NOV 2023 - DEC 2023

Student Fellowship

- Leveraged nine 1-on-1 coaching sessions with A/NZ founders, investors, and mentors to amplify my understanding of the players in the start-up/VC ecosystem, utilising warm-reaches to secure a freelance position with Athletic Ventures.

The University of Sydney

FEB 2023 - DEC 2023

Academic Tutor (Python | INFO1110)

- Repeatedly selected to teach Python to 120+ students in 6 classes across 2 semesters.
- Achieved an 85% class satisfaction rating, higher than the 79% cohort average.

NAB

AUG 2022 - FEB 2023

Software Intern

- Enhanced debugging processes by developing two internal web dashboards through HTML, SQL and Python to display all incoming HTTP request payloads. This innovation eliminated the necessity for support staff to manually query the database, reducing support ticket response times by 20%.

Zipmex – Digital Assets Exchange

MAR 2022 - JUN 2022

Business Development & Marketing Intern

- Founded the Zipmex Student Ambassador Program, amassing 10 Ambassadors from 50+ EOIs by utilising A/B testing across social media channels (Instagram, Facebook, LinkedIn, TikTok).
- Generated a 3X increase from the average 50 user signups when leading a team of four through an offline marketing activation of 10,000+ crowd at the Central Coast Stadium.

Boroughs Australia

FEB 2020 - MAR 2021

Accounting & Business Advisory Cadet

- Completed 100+ tax returns, 10+ trust/bucket companies through tools: ATO, ASIC, Excel, MYOB.
- Outperformed with 89% billable rate, greater than 82% firm wide average for cadets.
- Implemented tax-minimisation strategy, saving \$100K+ for a global consolidated group.

EDUCATION

The University of Sydney

2020 - 2023

B. Computing (Computer Science / Financial Mathematics & Statistics)

- **Academic:** Distinction average, Global Mobility & Vice Chancellor's Scholarship.
- **Exchange:** Utrecht University, Netherlands.

North Sydney Boys High School

2014 - 2019

ATAR: 98.25 (Top 1.7% in NSW)

- **Awards:** Premier's Award for All-Round Academic Excellence, Black Opal Award for Volunteering (150hrs+).

SKILLS

- Programming Languages: C, C++, CSS, HTML, Java, JavaScript, Python, R, SQL.
- Technologies: AWS EC2, PyPika (Python Query Builder), ReactJS.
- Marketing & Design Tools: Adobe Photoshop, Airtable, Abyssale, Figma, Final Cut Pro X, Mailchimp, Zapier.

PROJECTS

Personal Website

HTML, CSS, JS. GitHub Pages. Cloudflare. Cloudinary.

Web 3.0 NFT Marketplace

ReactJS, thirdweb, OpenSea API, Rinkeby Network.

Automated CI/CD Pipeline

AWS EC2, Git Hooks, Jenkins, JaCoCo, Junit, ngrok.