

# Joseph Raphael

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## EDUCATION

### Tulane University | School of Liberal Arts

*Bachelor of Arts in Economics, Minor in Artificial Intelligence* | GPA: 3.77/4.00

New Orleans, USA

*Expected May 2028*

Honors: Alpha Lambda Delta Honor Society, Omicron Delta Epsilon Honor Society, Fall 2024 and Spring 2025 Dean's List

## EXPERIENCE

### Alumni Ventures

*Incoming 2026 Venture Capital Intern*

London, UK

*Expected May – July 2026*

- Selected for AV's competitive venture capital internship and set to contribute to deal sourcing, due diligence, investment memo support, and market analysis across EMEA and US early- to growth-stage startups in defence, technology and innovation sectors

### Tulane University

*Data Peer Mentor Manager | Undergraduate Teaching Assistant – Data Analytics*

New Orleans, USA

*January 2025 – Present*

- Lead the Data Peer Mentor program, overseeing PhD TA hiring, training, scheduling, and performance; run biweekly meetings, directly coordinate with faculty and 300+ student mentees to ensure consistent, high-quality support
- Serve as a Data Science Peer Mentor, guiding 60+ students in data analytics through hands-on support; hold weekly office hours, assist with grading, conduct data research projects, and attend TA and department meetings

### CoverGov

*Sales Officer*

New Orleans, USA

*August – December 2025*

- Drive sales of government software by forging strong relationships with political staffers, legislative aides, & government affairs professionals by building rapport, identifying their needs, & showcasing solutions that match our products with client objectives
- Earned promotion to Sales Officer by demonstrating stellar sales proficiency, pitch delivery and product knowledge

### Black Classic Marketing Agency

*Fundraiser*

Sydney, Australia

*February – June 2024*

- Achieved top fundraiser in the company for two consecutive weeks, recording 26 sales in a single week, far exceeding the weekly target of 10 sales, earning recognition, performance-based bonuses, and selected to travel to remote locations (Dubbo & Orange)
- Worked on a team conducting face-to-face sales on the streets of Sydney, honing skills for effective cold-call client engagement in high-traffic areas to promote the Heart Research Institute and secure monthly contributions to support cardiovascular research

## LEADERSHIP AND VOLUNTEER

### Tulane Data Collective Group

*Vice President of Marketing*

New Orleans, USA

*October 2025 – Present*

- Lead marketing efforts for a student-run interdisciplinary data organization, promoting workshops, hands-on projects, and events to engage students and increase organizational visibility and participation across campus
- Translate complex data science and research findings from academic articles and abstracts into accessible messaging, gaining experience in strategic campaign planning, content creation, and audience engagement across multiple platforms

### Sigma Alpha Epsilon Fraternity

*Alumni Chair*

New Orleans, USA

*May 2025 – Present*

- Manage alumni relations through LinkedIn, coordinate events and fundraisers with 100+ attendees; lead fundraisers of \$5,000+; support key chapter initiatives and programs, and provide regular chapter updates to maintain strong connections with alumni

### The Tekanda Foundation (Foundation of Goodness)

*Volunteer*

Ahangama, Sri Lanka

*November – December 2023*

- Inaugural volunteer for a charity, leading English lessons for classes of 60 children (ages 6–15) in remote schools; coached cricket to groups of girls; and taught technology/entrepreneurial skills to adult learners, developing teaching, mentoring, and engagement while enhancing literacy, communication, & opportunity in underserved communities

## SKILLS & INTERESTS

**Technology:** Microsoft Excel, Microsoft PowerPoint, Microsoft Word, Google Suite, GitHub, SQL (Beginner), Claude Code

**Certifications:** Microsoft Excel Associate 2019, Anthropic AI Fluency (2026)

**Interests:** Soccer, Rugby, Cricket, Golf, Fitness, Baking, Trumpet, Travel, Crafting, and Woodwork