

## ELIZABETH ULANOVA

### PROFESSIONAL EXPERIENCE

**Founder and CEO | Girls In Research (G.I.R.)** *April 2024–Present | Cambridge, US, London, UK, and Remote*  
G.I.R. is the world's first global, virtual, research and tech incubator for high school girls to create university-level, original, research projects. Scaled to clients in 29 countries in under 6 months, entirely bootstrapped, and grown via direct customer engagement.

- **High Impact Recognition:** University of Cambridge Downing College Young Alumna of the Year Award (25) + Fellow (25-26)
- Month 1: Pre-seed from Y Combinator alum; 3-figure ARR from students in 7 countries.
- Month 2: 4-figure ARR from students in 13 countries; full tuition enrollments (\$1,800–\$2,400).
- Month 6: 5-figure ARR, enrolled students in 29 countries, applicants from 50+ countries on 5 continents.
- Month 12: Negotiated acquisition offer, and led M&A due diligence, G.I.R. scholars win international awards, gold medals, etc.
- Built and led all business functions including, GTM strategy, remote team operations, UK/US compliance, CRM systems, financial and payment systems, product development, talent and stakeholder management, and workflow management.
- Evaluated 1200+ student applicants and 100+ global mentors; designed full curriculum for 3 research scholar programs (available in 130+ subjects) in 6 distinct field tracks; 2 app-builder programs; university workshops; and paneled guest talks.
- Produced, executed, and designed 4 global research digital symposiums called “Demo Days”, aired live across 20+ time zones.
- Personally mentored students from 9 countries in the social sciences track, arts track, business track, and humanities track.
- **Select Additional Recognitions as CEO:** The Volition Project (Entrepreneur-In-Residence), Harvard I-Lab (Visiting Panelist), Cambridge Innovation Center (Social Incubator Program Acceptor), Columbia Tamer Fund (Semi-Finalist).

**Founder of Recess and Venture Program Fellow | Harvard Innovation Lab** *September 2022–April 2024 | Cambridge, US*  
-Executed live “Recess Games” throughout Boston area through local partnerships (CultureHouse, Industry Lab, etc). Led all executive functions, including program design, event coordination, and partnership development. Won 3 consecutive Harvard Spark Grants (\$4500).

**Harvard Joint Center For Housing Studies Fellow & Community Design Intern | CultureHouse** *June 2023–Sept 2023 | Boston, US*  
-Data-driven analytics, urban placemaking, and digital design (Photoshop, Illustrator, Rhino, Final Cut Pro X, Grasshopper, CAD).

**Artist In Residence | Industry Lab** *June 2023–September 2023 | Cambridge, US*  
-Created a way to sculpt biowax utilizing water molecules. Curated solo exhibition, artist talks, and opening + closing receptions.

**Graduate Teaching Assistant | Harvard Graduate School of Design** *August 2022–September 2022 | Cambridge, US*  
-Class administration and coordination for Harvard graduate course under Professor Ed Eigen for History of Landscape Architecture I.

**Head of U.S Expansion | Project Access International** *September 2018–August 2019 | New York, London, Vienna, and Remote*  
-Launched the USA version of PA by directing strategy, partnerships, product development, tech, and marketing. Co-founded 5 Ivy League campus team (in 6 months), established an international research task force, and trained both staff and students worldwide.

**National President | National Ivy League Student Council (Ivy Council)** *January 2017–May 2019 | New York, US, and Remote*  
-National President Emeritus ('19), National President ('18), National Vice President of Tech ('17-18), Columbia Head Delegate ('17). Executive management of 30 officers and 1300 members. Elected from regional conference director to national president in 1.5 years.

**Entrepreneur In Residence and Founder of Penpairs | Richi Childhood Cancer Foundation** *March 2016–August 2016 | Boston, US*  
Supported 15+ startups for Richi Social Entrepreneurs in strategic operations, market research, and pitch design. First-ever EIR.

### EDUCATION

**Harvard University Graduate School of Design** *August 2021– January 2024 | Cambridge, US*  
Master in Landscape Architecture Candidate, M.L.A, Full Tuition Dean's Merit Scholar (award for top ranking of admissions class)

**University of Cambridge** *October 2019– November 2020 | Cambridge, UK*  
Master of Philosophy, M.Phil in Sociology of Media and Culture, Twining Egginton Prize

**Columbia University in the City of New York** *September 2016– May 2019 | New York City, US*  
Bachelor of Arts - B.A, Visual Arts, Magna Cum Laude, Leadership Service Award, Dean's List, 3.86/4.00 GPA

### SKILLS

**TECHNICAL:** Adobe Creative Cloud, Canva, Final Cut Pro X, Airtable, CRM Management, LMS Integration, 3D Digital Fabrication.  
**BUSINESS OPERATIONS:** GTM Strategy, Stakeholder Management, Project-Based Learning (PBL), KPIs, Payment Systems, Product Development, Grant & Funding Strategy, Business Process Engineering, Curriculum Development, Civic Design, Market Research.  
**ADDITIONAL:** Mandarin Chinese (HSK 5) | Exhibited Visual Artist and Poet | Lived on 5 Continents | Animal Caregiver | Bartender