

# CHARLES G. STONER

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## EDUCATION

University of Florida, College of Liberal Arts and Sciences

Gainesville, FL

Bachelor of Science in Computer Science with a Minor in Economics: GPA: 3.28

May 2026

## PROFESSIONAL EXPERIENCE

### iXperience

Cape Town, WC, SA

#### Product & Growth Intern

June 2024-Present

- Conducted market research, user interviews, and A/B testing to assess demand for asynchronous courses and collaborated with cross-functional teams (marketing, finance, engineering, and operations) to define feature roadmaps and prioritize user-driven enhancements, leading to the launch of offerings driving 10% of company revenue.
- Aided in the development of automated CRM & analytics dashboards (HubSpot, Notion), streamlining user acquisition and engagement tracking, increasing operational efficiency by 35%.

#### Campus Expansion Manager

April 2024-Present

- Led a team of 5 across 2 universities to implement a data-driven outreach strategy, generating \$150k+ in revenue.
- Executed A/B tests on user acquisition strategies, optimizing conversion rates and identifying key drivers of engagement.

### Northern Trace Capital

Columbus, OH

#### Trading Intern (Commodities)

December 2024-January 2025

- Utilized proprietary data science models to identify trading signals and risk exposure alongside the futures trading desk, supporting long/short futures trading across 15+ commodities.
- Analyzed commodity market trends and macro indicators, practicing portfolio rebalancing and risk management strategies.

### Morgan Stanley Wealth Management

Columbus, OH

#### Analyst – Special Projects

June-August 2024

- Developed a mock \$250K investment portfolio using Python-based Monte Carlo simulations and presented my risk assessment and return projections to the firm's advisors.
- Backtested portfolio strategies and analyzed investment risks for a 77-equity humanoid-focused fund, optimizing asset allocation based on market conditions.

### Pulse Charter Connect

Chicago, IL

#### Product & Market Research Analyst

September 2023-January 2024

- Conducted competitor research and user analysis to improve organ transport logistics, identifying bottlenecks and enhancing operational efficiency by 66%.
- Contributed to a prototype transport system integrating real-time data and predictive analytics, improving routing processes.
- Built a 200+ investor pipeline and created financial models and pitch decks, contributing to \$1.5M in pre-seed funding.

### Kaya AI

Cape Town, WC, SA

#### Research and Development Analyst

July-August 2023

- Conducted competitive analysis on 100+ companies, assessing monetization strategies and market positioning.
- Built an 80+ company partnership database to support business development and expansion efforts.

## ON-CAMPUS INVOLVEMENT

### Warrington Ventures

Gainesville, FL

#### Investment Team Principal & Head of Investor Relations

April 2025-Present

- Leading a \$1M fundraising initiative for UF's first student-led evergreen VC fund with 20+ investors & institutional partners.
- Building strategic partnerships with university offices, startup networks, and VC firms to drive sustainability and deal flow.

#### Venture Analyst – Deep Work Capital

September 2024-Present

- Performed due diligence on 10+ potential startup investments, building returns analysis models and assessing market opportunities, product-market fit, and competitive positioning, leading to 2 out of 5 annual investments.
- Synthesized research into investment memos and product assessments, influencing decision-making on go-to-market strategies and business model viability.

## ORGANIZATIONS AND SKILLS

**Programming & Data Analysis:** Python, SQL, C++, MATLAB, Java

**Product/Business Tools:** MS Office, Google Workspace, Hubspot, Notion, Slack, Bloomberg Terminal, Airtable, SolidWorks

**Methodologies:** Agile, A/B Testing, Product Roadmaps, User Research