Cole Kannam

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EDUCATION

Duke University, Trinity College of Arts and Sciences **Durham, NC**
B.S. in Neuroscience and Statistics; Minor in Chemistry and I&E *Expected Graduation May 2027*
• GPA: 3.91/4.0
• Activities: Mission Brain, Pi Kappa Alpha Recruitment Chair, Phi Delta Epsilon, South Indian Club
• Skills: Claude Code; Obsidian; Python; n8n workflows; collaboration & communication; project coordination

WORK EXPERIENCE

Johns Hopkins Technology Ventures (JHTV) **Baltimore, MD**
Capital Strategy Intern *June 2026 –*
• Built internal tech-to-VC and tech-to-funding matching tools that accelerate investor outreach and align bench-stage discoveries with the right capital sources
• Map and engage venture capital, corporate, and philanthropic funders to identify capital pathways for early-stage Hopkins technologies and spinouts
• Designed a Karpathy-inspired self-updating, self-healing wiki and query engine that turns scattered technology, funder, and deal knowledge into durable long-term context for AI models, raising research speed and output quality
• Translate scientific research into investment-ready narratives and support due diligence, market positioning, and strategic outreach across the translational funding pipeline

UShipping **Durham, NC**
Co-Owner and Co-CEO *September 2023 –*
• Driving end-to-end operations of a six-figure annual business—owning capacity planning, driver/vendor scheduling, low-clearance routing, and real-time issue triage; expanded to Columbia University's campus, where the business began generating revenue
• Spearheaded the launch of out-of-route shipping, a new service line serving students outside standard pickup zones, growing fall sign-ups ~80% over the prior fall
• Coordinating cross-stakeholder communications (students, parents, Duke officials) and standardizing web/email/SMS messaging to present a clear, credible service

Athletic Training Portal **Durham, NC**
Head of Strategy *August 2026 –*
• Own competitive, market, and non-dilutive funding strategy for an early-stage sports medicine startup whose single-camera platform baselines each athlete's movement to flag injury risk—built the competitive landscape and FDA-conscious positioning, and map federal and defense funding beyond an active Navy SBIR and Duke football contract

Wilcox Lab **Baltimore, MD**
Research Assistant *May 2025 –*
• Published author in the Journal of the American Academy of Child and Adolescent Psychiatry; conducting Johns Hopkins psychological autopsy research to identify patterns in teen suicide cases

Marsh Memory Lab **Durham, NC**
Research Assistant *September 2024 –*
• Completing an honors thesis in Duke's Marsh Memory Lab: designed a three-condition metacognition experiment (illusion of explanatory depth), running repeated-measures data collection and analysis

LEADERSHIP & EXTRACURRICULAR EXPERIENCE

NeuroTech Consulting Club **Durham, NC**
Lead Consultant *August 2025 –*
• Partnering with Duke labs and Durham neurotech startups to translate science into product and go-to-market; contributing market sizing, stakeholder mapping, and pilot design

Duke Shave and Buzz **Durham, NC**
Sponsorship Chair and Liaison *March 2024 –*
• Raised over $380,000 that supports adolescent cancer research at Duke University Medical Center