

# Armand Agopian

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## EDUCATION

**University of California, Santa Cruz**  
*Computer Science, BA*

Mar 2023  
*Dean's Honors W23 - 3.85 GPA*

## EXPERIENCE

### Fulfillment Operations Lead

Jun 2022 – Sep 2022

#### Target

- Directed a team of 140 employees to achieve daily operational objectives at a \$100MM online fulfillment center
- Spearheaded digital business expansion, resulting in a 200% increase in online sales
- Developed real-time, company-wide order process dashboards, reducing guest wait times down by 250%
- Realigned all fulfillment departments under a single leadership structure, increasing team efficiency by 35%
- Collaborated with district director during store and department evaluations

### Service & Engagement Lead

Dec 2020 – Jun 2022

#### Target

- Managed a team of 120 employees/leaders across the front-end departments
- Acted as interim Assistant Manager, overseeing staffing, training, and performance reviews, achieving a +19 NPS
- Implemented a "guest first" approach, boosting customer loyalty by 18%

### Specialty Sales Consultant (Tech and Beauty)

May 2019 – Dec 2020

#### Target

- Led tech and beauty teams of 15 to achieve 77% YoY growth
- Conducted technology trend analysis to provide personalized guest solutions and build trust
- Collaborated with vendors to plan and execute annual product transitions
- Streamlined stockroom operations, increasing productivity and location accuracy by 20%
- Implemented anti-theft measures, reducing department theft by \$50k

## PROJECTS

### WeatherML | *Machine Learning, BigQuery, Express, Twilio*

- Developed on-demand, hyperlocal, long-term weather prediction models using user-provided SMS
- Processed location details with Google BigQuery and NOAA data to create Time Series models
- Generalized models within S2 geocells, cached to reduce computation costs

### Yumbai - Online Marketplace | *Typescript, Next.js, GraphQL, GitHub Actions, TypeGraphQL, SwiftUI*

- Led a team of 5 developers to create an e-commerce platform using agile principles and microservices
- Built a GraphQL API for CRUD, live chat, image upload to AWS S3, moderating, filtering, and sales statistics
- Implemented SSO support with salted & hashed authentication for different user/admin roles
- Built a SwiftUI client for user facing features using Test Driven Development and MVVM architecture

### FIRST Robotics Competition - Founder, Captain, Mentor | *Java, OpenCV*

2016 - 2019

- Founded a team of 40 students to design a 135-lb robot in 6 weeks for annual FRC objectives at UC Davis
- Developed autonomous algorithms in Java and OpenCV for gameplay tasks
- Designed robots with tank drive platforms, CNC-milled parts, and 3D-printed spares
- Implemented team collaboration tools: GSuite, Slack, and GitHub
- Secured team sponsorships from Google and Apple

### Homelab | *Proxmox, Kubernetes, Traefik, Docker, Raspberry PI*

- Created a 4-node K3s cluster using Proxmox with public HTTPS access
- Maintained a Cisco router and wired ethernet throughout the house for multi-AP coverage
- Docker services including Tesla Dashcam, Grafana, Plex, Gitlab, Factorio, and Minecraft
- Set up a 10-3D printer farm with remote monitoring, automated networking, and load balancing

## TECHNICAL SKILLS

**Languages:** Java, Kotlin, Swift, JavaScript, TypeScript, Python, C/C++, SQL (Postgres), MongoDB, HTML/CSS  
**Frameworks:** React, Next.js, Node.js, Express, Jest, MaterialUI, GraphQL, REST, Compose, SwiftUI, React Native  
**Dev Tools:** Git, Docker, Google Cloud Platform, AWS, GitHub Actions CI, Vercel  
**Leadership:** Organization, Time Management, Communication, Conflict Resolution, Teamwork, Problem Solving