

Dylan Kennedy

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PROFESSIONAL EXPERIENCE

Director of Operations & Technology

The Wine Forum | Remote | Sept 2021 - Present

- Managed CRM systems integration & workflow automation (Zoho CRM) to enhance efficiency
- Spearheaded cross-functional collaboration between leadership and teams
- Led process automation and data-driven decision-making to streamline revenue and business growth. Built relationships with executive leadership and customers in wine industry, finance and business sectors
- Lead tasting and executive events at World Economic Forum 2024 ranging from intimate dinners for c-suite leadership, to large-scale events sponsored by Skybridge Capital, Toptal, Roundglass & DFINITY.

Director of Operations

Wine Friends | San Francisco, CA | Sept 2021 - July 2024

- Developed and implemented scalable operations processes for a wine e-commerce business
- Created a subscription-based sales model, improving revenue predictability
- Managed end-to-end software system integration to support business growth
- Worked closely with CEO, and gained valuable founder experience

Music Producer & Artist

Terresan Music | NYC, Berlin | Full-time (2019 - 2021), Ongoing as a Hobby

- Produced and released music independently and in collaboration with other artists
- Accumulated 250,000+ streams across platforms
- Dedicated over 7,000 hours to music production using Ableton Live, honing advanced technical and creative skills through self-directed learning and consistent commitment

EDUCATION & TRAINING

University of San Francisco, School of Management

B.A. in Management (part-time) | GPA 3.96

- Part-time program for returning students with non-linear career paths
- Relevant Coursework: Power & Influence, Management, Finance, Product Management

Independent Software Engineering Education

- Courses: Harvard's CS50x & CS50P (Python Programming, Software Engineering), TryHackMe (Cybersecurity Fundamentals, Linux, Windows), Freecodecamp
- Skills Developed: Python, Django, SQLite, APIs, Full-Stack, Git/Github, Cybersecurity

Napa Valley Wine Academy

WSET II & WSET III | Napa Valley, CA | July 2022 - Oct 2022

Garnish Music Production Academy

Music production program in Ableton Live | Brooklyn, NY | Sept 2019 - July 2020

SOFTWARE ENGINEERING PROJECTS

LLM Contract Analyzer (Python, Django, OpenAI API, HTMX, Render)

- AI powered full-stack web app to help users quickly understand legal contracts.
- Summarizes key info, highlights risks and red flags, chat bot for individual questions.

Personal Portfolio Website (Django, HTML, Bootstrap, CSS, Python, Render)

- Portfolio website highlighting background, work, info and projects.
- Fully functional full-stack web app, sleek design, interactive and detailed.

Full-stack Job Application Tracker (Python, Django, REST APIs, Bootstrap 5, Render)

- Full-stack web app, including live weather by city, company logos and Bootstrap UI
- Django, CRUD, API integration, UI/UX, Bootstrap CSS, Render hosting

Encrypted Password Manager (Python, SQLite)

- Secure password manager using encryption and hashing (SHA-256, Salting, Fernet)
- Protected against brute force, SQL injection, dictionary attacks

TECHNICAL SKILLS

Programming Languages: Python, SQL, JavaScript, HTML, CSS

Spoken Languages: Native in German & English, Proficient in French, Conversation in Italian

Software Development: Backend Development (Flask, Django), API Integration, Database Management, Frontend Development (HTML, JavaScript, CSS)

Tools & Technologies: Git/Github, SQLite, CLI, Render, Bootstrap, Jinja, VSCode

Cybersecurity & System Fundamentals: Encryption, Hashing, Cyber Threat Analysis, Secure Coding Practices

Business & Process Optimization: Risk Analysis, Problem Solving, Process Automation, Communication, Founder Experience, Business Operations & Development, Systems Thinking

ADDITIONAL SKILLS & QUALIFICATIONS

- Networking & Security: Basic knowledge of Linux, networking concepts, and cybersecurity
- Process-Driven Approach: Strong organizational, time-management and adaptability skills for efficient software and business development
- Business & Tech Intersection: Experience in data management, automation, operational optimization, executive event and stakeholder communication, management collaboration, business development
- Soft Skills: communication & collaboration (technical, cross-functional), problem solving & critical thinking, analytical, adaptable, detailed, creative, curious, self-motivated & kind
- Resilience & Commitment: Independent adoption of software engineering, while finishing a part-time BA in management and working. Traversal of different industries (wine, tech, academia, business, art) required disciplined skill-building and proactive, solutions-oriented mindset.