Isaac Edwards

Software Engineer

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Sales-driven technologist with 3+ years of full-stack development experience and 18+ months of hands-on sales field experience. Built scalable applications and RESTful APIs. Now bringing that same precision to prospecting, lead management, and closing. Cold-Knocked 100+ prospects daily and performed 100s of demos all while staying laser-focused on the customer's needs. Ready to join Tenstreet's SDR Fellowship as a hybrid of tech + sales solving problems, not just selling features.

Skills

- JavaScript/TypeScript, Node.js, React, Python
- PostgreSQL, Redis, Kafka; Docker, Kubernetes, Next.js, Vercel
- Door to Door Sales, Customer Communication, Sales Conversion, Closing, Resilience, Field Performance

Employment History

Back-End Engineer — Wurdo Capstone, Education(2025–Present)

- Implemented communication between Machine Learning via JSON API Requests (React + Node + Python + Redis), low-latency -300 ms lookup time using Redis hash/caching features for storage. cut P90 latency by 70% from static Postgres lookup.
- Built 3+ microservices (Node/Express, Redis) one being a batched cache stash for Redis to create a constantly learning ML Word Model and reducing server load and network bottlenecks by 90%.
- Implemented CI/CD with trunk-based dev; deploys scaled from weekly to 5-15/month; change failure rate <3%.

Front-End Developer — Cinema Guru, Education(2025–2025)

- Optimized backend queries (NeonDB) improving API response times over 80% by indexing key search columns and implementing pagination. Reduced server load by 45% through connection pooling and query batching.
- Built reusable, type-safe components (TypeScript) reducing runtime errors by +90% compared to untyped prototypes. Components were modularized for reuse across 3+ local projects.
- Implemented OAuth 2.0 authentication (NextAuth) cutting login friction by 60% via pre-validated sessions and token-based auth. Auth flow was tested across 3 mobile OSs with 98% success rate.

Sales Rep —EcoShield, (2023)

- Door to Door boots on the ground sales totaling over 70K revenue in first 6 month tenure.
- Built rapport, Managed and Eased first account holders and concerns that arose with knowledge and confidence in product (Pest Control) which with contract renewal + 30% after EOY.
- Developed adequate communication for sales training and obfuscating technical jargon for easy to understand language. Lead a + 50% customer retention MoM.

Education

B.S Equivalent in Computer Science, Atlas School.

Google Data Analytics

Google Business Intelligence