

# Jia Rong Wu

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## About Me

I am a software engineer and academic. I have been writing software for over a decade starting with Java/C, analyzing data with R/Python, and building models using Tensorflow. Throughout my career, I've built startups from the ground-up, taught at academic institutions, and driven revenue generating operations for enterprises.

## Skills

### Enterprise Sales



### Requirements Elicitation



### Collaboration



### Teaching



### Object Oriented Programming



### Functional Programming



## Programming Languages

1. Python
2. R
3. Java
4. GoLang
5. SQL

## Frameworks

1. Tensorflow
2. PyTorch
3. \*nix systems

## Tools

1. Git
2. Docker
3. Kubernetes
4. Hubspot
5. AWS/GCP

## Experience

Tyk Technologies

Solutions Architect

[09/2021 - Present]

- Solutionize, support, and close strategic deals in complex sales cycles, generating \$2M+ ARR through technical consultations and demonstrations
- Lead technical on-sites for customer accounts, enabling and delivering hundreds of thousands of ARR through land and expand opportunities
- Increased velocity of customer evaluations by developing and maintaining a repository for building custom Go Plugins, reducing time from discovery to commercial negotiations
- Contribute to core software product (API Gateway) through pull requests, adding features that unlock revenue and unblock customers
- Act as technical expert and advisor for enterprise accounts, collaborating with internal teams to prioritize revenue generating features
- Promoted company from Visionary to Leader on the Gartner Magic Quadrant in 2023 through strategic consultations and content creation

AUSPRE

Machine Learning Engineer

[02/2019 - 09/2021]

- Trained, tested and deployed end-to-end Transformer models for speaker diarization and speech-to-text workflows using Tensorflow
- Spearheaded the development and deployment of efficient ETL data pipelines, reducing model training time from days to hours
- Secured funding through delivering pitches and writing grants, enabling business growth

Eighty8 Ventures

Full Stack Developer

[01/2017 - 02/2019]

- Engineered robust microservices using Python, PHP and MySQL, powered by ReactJS
- Implemented algorithms to solve complex technical issues and optimized code, resulting in performance improvements of over 200%
- Collaborated with stakeholders in an Agile development environment, consistently meeting and beating project deadlines

Waterloo University

Research/Teaching Assistant

[09/2016 - 04/2018]

- Trained, tested and deployed Convolutional Neural Network models to predict tandem mass spectrometry spectra
- Optimized assignment grading efficiency by an order of magnitude (days to seconds) by developing grading software and automated pipelines

Western University

Software Developer

[05/2015 - 06/2016]

- Refactored data analysis pipelines from Perl to C, while optimizing time complexity from  $O(n^2)$  to  $O(n \log n)$ , reducing data compute times from hours to minutes
- Authored multiple peer-reviewed publications regarding compositional data analysis and data processing

## Education

Waterloo University

M.Sc. Mathematics

Computer Science

[2016 - 2018]

Western University

B.Sc. Honours Computational Biochemistry

Computer Science

[2012 - 2016]

## Certifications

Linux Foundation

Certified Kubernetes Application Developer

[01/2023]