JULIAN CHUAN

[Email](#)   [Portfolio](#)   Atlanta, GA | US Citizen

LANGUAGES & FRAMEWORKS

JavaScript, TypeScript, Python, SQL, Java, React, Node.js, Solidity, Ethers.js, Web3.js, RESTful APIs

TOOLS & TECHNOLOGIES

AWS, Salesforce, HubSpot, LinkedIn Sales Nav, Postman, GitHub CI/CD, Figma, Adobe XD, Immutable X, Magic.link, Web3Auth, Wallet Connect, OAuth, SAML, SSO, OpenAI API, ChatGPT

PROFESSIONAL EXPERIENCE

ActiveDraft   **Atlanta**
Founding Solutions Engineer   Jan 2024 - Mar 2024

- Established a high-performing Solutions Engineering team that improved project delivery timelines by 50% through streamlined processes and advanced technical training.

- Engineered client solutions that increased customer retention by 40% and upsell opportunities by 35% by aligning product offerings with client business needs.

- Achieved a 95% contract success rate by developing and presenting technical demos to Fortune 500 clients, effectively communicating complex solutions.

Immutable   **Remote**
Integration Engineer   Sep 2022 - Dec 2023

- Led blockchain integrations that increased client engagement by 45% and transaction volumes by 50% through innovative Web3 solutions.

- Cut onboarding time by 25% through seamless product integrations, boosting client satisfaction by 20%

- Expanded market presence by 30% through strategic technical initiatives, introducing innovative capabilities that met evolving customer demands and differentiated the product from competitors.

ZenLedger   **Remote**
Lead Solutions Engineer   Jan 2022 - Sep 2022

- Increased system efficiency by 50% and reduced operational costs by 40% by designing and implementing enterprise-level API solutions for high-profile financial clients.

- Boosted conversion rates by 60% through technical sales presentations to C-suite executives, contributing to 35% revenue growth.

- Cut integration times by 45% with custom client solutions, driving a 25% increase in satisfaction and flawless deployments.

Appsketiers   **Atlanta**
Account Executive & Technical Consultant   May 2018 - Dec 2021

- Generated $1.4M in revenue by leading the development and sales of bespoke mobile solutions.

- Drove a 30% increase in retention by managing 340+ client accounts and offering proactive consulting.

- Increased user adoption by 40% by designing and executing user-focused mobile applications, enhancing product usability.

- Reduced delivery times by 35% and improved collaboration by 25% through Agile methodologies.

EDUCATION

Georgia State University   **Atlanta**
B.S. in Computer Information Systems   May 15 - Dec 19

Concentration: Cybersecurity