

Lawrence Hua

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EDUCATION

Carnegie Mellon University | Master of Information Systems Management | GPA: 3.55 | Pittsburgh, PA | Dec 2024
Concentration: IT Strategy and Management, Artificial Intelligence & Machine Learning

University of Florida | Bachelor of Science, Computer Science | GPA: 3.65 | Gainesville, FL | May 2021
Concentration: Software Engineering & Systems

WORK EXPERIENCE

CoFounder | Expired Solutions, LLC | Remote | Aug 2024 – Present

- Led product strategy for a multimodal AI system that combined Vision AI and a fine-tuned Azure-hosted LLM, unlocking \$200M+ in projected value by enabling smarter produce classification for pricing, shrink reduction, and in-store handling.
- Shipped a prerelease iOS app that reduced quality check time by 50%, using YOLO for product detection and LLM powered classification to guide store teams on condition based sorting.
- Forecasted a 20% shrink reduction and 50% improvement in markdown sell-through by proposing and pitching an 8-week pilot to Giant Eagle executives, backed by 15+ stakeholder interviews and 250+ shopper surveys.
- Spent 4 months working in-store as a produce manager to uncover shrink patterns and frontline pain points, directly informing product roadmap and feature design.

Product Manager Intern | PM Happy Hour | Remote | Mar 2025 – Present

- Spearheaded AI content roadmap, growing Discord engagement by 30% through automated content workflows using tools like Notion AI and Sora.
- Created a viral MBTI campaign with 75+ community reactions by designing assets in under 30 mins using prompt engineering.
- Improved user retention by 20% by running A/B tests and incorporating live feedback into iterative feature releases.

AI Product Consultant | Tutora | Remote | Mar 2021 – Present

- Built AI-powered tools that automated scheduling, invoicing, and grading, saving 15+ hours per week by integrating OpenAI API, Google App Scripts, Excel, and Zoom.
- Improved math scores by 35% for 50+ students by designing and deploying 100+ TI-BASIC programs tailored to personalized tutoring workflows.

Embedded Android Engineer | Motorola Solutions, Inc. | Schaumburg, Illinois | Aug 2021 – Aug 2023

- Built GPS, messaging, and UI features for 15,000+ public safety radios, improving real-time communication reliability for first responders through Android development and testing workflows.
- Cut integration delays by 25% by resolving 80+ firmware and app issues through global debugging and JIRA coordination.
- Won 1st place in Motorola's internal hackathon by prototyping NFC-based enhancements that sped up push-to-talk response time and simplified device interactions for field users.

PROJECT EXPERIENCE

Consultant (Capstone), Technical Lead | Kearney and Bath and Body Works | Pittsburgh, PA | Aug – Dec 2024

- Applied the MoSCoW method to stakeholder feedback to ensure early prototypes addressed high-ROI use cases, aligning technical development with business needs.
- Built a GPT-enabled interface in Flask + React, reducing enterprise decision-making time by 26% (18 hrs/week) by streamlining inputs through lightweight SQL/JSON configurations.
- Launched an interactive dashboard that enabled senior leadership to identify and prioritize the most critical decision-making pain points, using data storytelling to visualize bottlenecks and define a 6 month adoption roadmap.

SKILLS

Technologies & Tools: GPT (Azure/OpenAI), YOLO, Vision AI, SQL, Python, REST APIs, JSON, Power BI, Figma, Firebase, GitHub, JIRA, Confluence, Google Sheets, Excel (Advanced), iOS, Android

Methodologies: Agile (Scrum), A/B Testing, Product Roadmapping, PRD Writing, OKRs, Stakeholder Alignment, Go-to-Market (GTM) Strategy, User Research, Data Storytelling

ADDITIONAL QUALIFICATIONS & INTERESTS

Awards & Honors: 2025 McGinnis Venture Competition Finalist, Sandbox Fund Scholar, Dean's List (4x), Bright Futures Scholar

Certifications: IBM AI Product Manager Certificate, Professional Scrum Product Owner I (PSPO I)

Interests: Food tech innovation, Sustainable retail operations, AI ethics, Community mentorship