Lawrence Hua

Pittsburgh, PA | www.lawrencehua.com | lawrencehua2@gmail.com | linkedin.com/in/lawrencehua | github.com/LawrenceHua

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

Co-Founder | Expired Solutions, LLC　　　**| Full time - Remote | Aug 2024 – Present**
- Led strategy and GTM for a multimodal AI system—improved inventory accuracy by 35% and unlocked $200M+ in shrink, sell-through, and pricing value using Vision AI + GPT to classify produce into FOH, markdown, conversion, and waste.
- Built and tested a pre-launch iOS app for AI-powered freshness scoring—aiming to reduce quality check time by 50% and streamline produce disposition workflows.
- Pitched v1 of Expired to Giant Eagle executives—proposed an 8-week pilot targeting a 20% shrink reduction and 50% lift in markdown sell-through, backed by 15+ stakeholder interviews, 250+ shopper surveys, and investor feedback.

Product Manager Intern | PM Happy Hour　　　**| Part time - Remote | Mar 2025 – Present**
- Led roadmap for AI-generated content (AIGC) tools—used LLM-powered campaigns via Sora, Augie AI, and Notion AI to drive 30% growth in Discord engagement and scale content with user insights.
- Launched an MBTI-themed campaign—crafted all AI-generated posts in 5 minutes via prompt engineering, driving a 50% engagement lift (50+ additional reactions) in the community.
- Improved new user retention by 20%—boosted adoption through A/B tests and real-time community analytics.

AI Product Consultant | Tutora　　　**| Part time - Remote | Mar 2021 – Present**
- Prototyped AI tools for scheduling, invoicing, and grading—cut 15+ hrs/week, halved review time, and automated invoicing using OpenAI API, Excel, App Scripts, Zoom API, and web integration.
- Built 100+ TI-BASIC apps—raised standardized math scores by 35% for 50+ students through targeted content delivery.
- Led CS tutoring and tech training—boosted satisfaction and internal tool adoption with hands-on onboarding.

Embedded Android Engineer | Motorola Solutions, Inc.　　　**| Full time - Schaumburg, Illinois | Aug 2021 – Aug 2023**
- Built Android features for APX NEXT radios—enabled communication for 15,000+ public safety units by developing GPS, messaging, UI, and stress-tested core system components.
- Resolved 80+ firmware and app issues—cut integration delays by 25% through deep debugging and global coordination using JIRA, Bitbucket, Java, ADB, and Mohito.
- Won 1st in Motorola's internal hackathon—boosted field comms speed by prototyping NFC-based enhancements with custom builds across internal messaging, GPS, PTT, and NFC systems.

PROJECTS & CONSULTING

Student Consultant (Capstone), Technical Lead | Kearney and Bath and Body Works　　　**| Pittsburgh, PA | Aug – Dec 2024**
- Reduced enterprise decision-making time by 26% (18 hrs/week) via a GPT-powered tool built with Flask and React.
- Led user research, stakeholder interviews, and technical prototyping to inform a scalable product roadmap and feature set.
- Defined MVP scope and prioritized features aligned with business needs, ensuring buy-in from senior leadership.
- Delivered a final presentation outlining system architecture and implementation plan, paving the way for adoption discussions.

SKILLS

Technologies & Tools: GPT (Azure/OpenAI), LLaMA, YOLO, Vision AI, SQL, Python, MLflow, REST APIs, JSON, Power BI, Figma, Lucidchart, Firebase, GitHub, Tableau, JIRA, Confluence, Google Sheets, Excel (Advanced)
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: Finalist – 2025 McGinnis Venture Competition (Social Enterprise Track); Gerhalt Sandbox Fund Scholar; Dean's List (4x); Bright Futures Scholar.
Certifications: IBM AI Product Manager Professional Certificate; Professional Scrum Product Owner I (PSPO I).
Interests: Food tech innovation, sustainable retail operations, AI ethics, community mentorship.