

# 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

**Co-Founder | Expired Solutions, LLC** |

Full-time - Remote | Aug 2024 – Present

- Directed strategy, development, and GTM for a multimodal AI system (Vision AI + GPT) that categorized produce into FOH, markdown, conversion, and waste—improving inventory accuracy by 35% and unlocking \$200M in shrink and pricing value.
- Launched an iOS app for freshness scoring and markdown automation using Azure Vision AI and GPT-4, enabling 50% faster quality checks and increasing staff confidence in daily decisions.
- Presented v1 of the Expired app to Giant Eagle executives, backed by 15+ stakeholder interviews, 250+ shopper surveys, and investor feedback—proposal targeted a 20% shrink reduction and 50% lift in markdown sell-through.

**Product Manager Intern | PM Happy Hour**

Part time - Remote | Mar 2025 – Present

- Led the product roadmap and KPI definition, driving a 30% increase in Discord engagement and community participation.
- Deployed an MBTI-themed AI campaign through cross-functional marketing and design collaboration, resulting in a 50% surge in interactive posts.
- Enhanced product adoption by 20% through A/B testing and feedback loops, leading to higher retention among new users.

**AI Product Consultant & Computer Science Instructor | Tutora**

Full-time - Remote | Mar 2021 – Present

- Prototyped AI tools for scheduling, invoicing, and grading—projected to save 15+ hours/week and halve manual review time across tutoring workflows; documented tools for team-wide onboarding.
- Built and maintained 100+ TI-BASIC apps, improving standardized math scores by 35% across 50+ students.
- Delivered CS tutoring and AI training, improving student satisfaction and increasing long-term adoption of newly developed tools.

**Embedded Android Engineer | Motorola Solutions, Inc.**

Full time - Schaumburg, Illinois | Aug 2021 – Aug 2023

- Developed Android software for APX NEXT radios deployed in 15,000+ field units, supporting critical communication in law enforcement operations.
- Resolved 80+ firmware/app bugs and led global debugging efforts, cutting integration delays by 25%.
- Won 1st place in internal Motorola hackathon for prototyping NFC-powered radio enhancements, demonstrating field communication speed gains.

## 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.