

Leilani Greer

Oakland, CA | +1 707 326 3010 | Leilani.j.greer@gmail.com | linkedin.com/in/leilanigreer

Junior Software Engineer

Solutions-Driven Software Engineer with expertise in Software Development, Data Management & Automation

Junior Software Engineering with 10+ years of experience that includes software engineering, operations analytics, data management and automation. Track record of architecting and implementing data-driven solutions that reduced operational costs by 30% and increased efficiency by 40% through custom automation and data transformation initiatives. Deep technical understanding of data structures, REST APIs, and analytics, combined with business operations experience, enabling seamless alignment of technical solutions with organizational objectives.

View my website and projects at: <https://leilanigreer.com/>

TECHNICAL SKILLS

Languages / Frameworks: Ruby, Ruby on Rails, React, JavaScript, Git/GitHub, Bootstrap, REST, GraphQL, Prisma ORM, Remix, Google Apps Scripts

Data: PostgreSQL, MySQL, Salesforce SOQL, Amazon Web Services (AWS) S3

Applications: Salesforce, Office 365, Jira, Cyberduck, Postman, HTTPie, G Suite, Confluence, GitHub, Trello

Systems: Windows, macOS

Hosting: Heroku, Railway

PROFESSIONAL EXPERIENCE

Little Prince Customs

2023 – Present

Co-Owner & Software Developer

- ▶ Designed and implemented end-to-end Shopify migration strategy, creating new revenue streams through online ordering that increased total sales by 25%
- ▶ Engineered Shopify product management system hosted on Railway using Remix, Prisma, Postgres and GraphQL, processing 250+ SKUs monthly, reducing creation time from 60 to 10 minutes through automated metadata generation.
- ▶ Developed custom discount and shipping logic through third-party Shopify integrations, implementing bespoke code solutions to enable dynamic pricing rules.

GoodData

2019 – 2022

Solutions Engineer

- ▶ Spearheaded technical implementation strategy for a \$250MM analytics platform, managing end-to-end delivery of 15+ enterprise client solutions and \$10MM+ in annual recurring revenue.
- ▶ Architected star schema solutions, transforming 20+ disparate client databases into unified data models, enabling real-time analytics delivery for 10,000+ users.
- ▶ Led development of standardized demo environments supporting \$50MM+ in sales pipeline, implementing reusable data models that increased demo efficiency by 90% and saved 270 team hours weekly.
- ▶ Engineered an automated quoting system that transformed a 24-hour, cross-timezone process into a real-time solution, enabling sales teams to independently generate accurate quotes in under 10 minutes.

Leilani Greer

Forsite Capital Management

2017 – 2019

Consultant, Software Implementation Solutions

- ▶ Led implementation of expense management software for \$2B investment firm, reducing processing time by 40% and saving \$150K annually in labor costs.
- ▶ Spearheaded implementation of email collaboration platform for executive support team managing 200+ daily communications, driving 30% efficiency gain.
- ▶ Architected automated workflow system using Zapier and Google Apps Script, processing 1000+ monthly calendar changes.

RealtyShares

2015 – 2017

Senior Business Operation Analyst/ Operations Coordinator

- ▶ Spearheaded operational improvements for \$200MM real estate investment platform, implementing CRM solutions that improved efficiency by 15%.
- ▶ Developed standardized approval workflow processing 200+ monthly investment opportunities, reducing review time by 40% while maintaining 99.9% accuracy.
- ▶ Led implementation of 4 major technology platforms: Front, Zoom, Pardot (Salesforce), and Truly Wireless.

Apartment List

2014 – 2015

Project Architect & Training Manager / Team Lead / Renter Specialist

- ▶ Led 30-person customer service team for 150-person real estate platform, managing \$1MM+ in payroll while maintaining 95% team retention rate.
- ▶ Redesigned new hire training program reducing onboarding from 90 to 3 days, saving \$200K annually.
- ▶ Improved customer support metrics through SQL-driven staffing optimization, reducing answer times from 78 to 15 seconds and increasing customer satisfaction by 35%.

CORE COMPETENCIES

- | | | |
|----------------------|--------------------------|-------------------------------|
| ◆ Business Systems | ◆ Performance Management | ◆ Operational Processes |
| ◆ Cost Optimization | ◆ Data & Analytics | ◆ Cross-functional Leadership |
| ◆ Risk Mitigation | ◆ Software Engineering | ◆ Efficiency Improvements |
| ◆ Strategic Planning | ◆ Enterprise Integration | ◆ Stakeholder Management |
-
-

EDUCATION & CERTIFICATIONS

Bachelor of Science in Business Administration– *Saint Mary's College of California*

Certified Full Stack Developer – *Actualize Coding Bootcamp*