

# RACHEL KIRBY

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## WORK SUMMARY

### Co-Founder and Director of Operations

Graphium Technologies LTD | June 2021 - Present

Graphium is a tech start-up developing a B2B SaaS platform to manage and visualise enterprises' unstructured research data.

Over the course of 2 years our company obtained £250K pre-seed investment, developed a working product, tested and trialled the product with research teams across public and private sector, and onboarded paying customers.

During this time we were finalists for the 'Innovative' and 'Technology Services' categories of the Welsh Start Up Awards, were titled a 'Welsh Rising Star' by TechNation.

Whilst my official title was as 'Operations Director', I worked in a variety of roles:

- Carrying out in-depth market and competitor research utilising both secondary and primary research methods (leading interviews, observations, and focus groups with our target markets and customers).
- Analysing and modelling research data, extracting insights to underpin product strategy decisions.
- Creating product specifications and roadmaps using tools such as Jira, Confluence, and Coda.io,
- Utilising agile development methods to co-ordinate and manage the product development across the software engineering team.
- Building front-end and back-end features of the software.
- Inspecting and testing the product for quality assurance.
- Leading user testing to gather feedback on features and user experience.
- Recruiting, training and overseeing company employees.
- Managing the company finances, accounts and budgets.

### Technical Lead

Alacrity Foundation | Sept 2020 - Dec 2021

- Gained experience developing web applications, utilising agile development methods and a variety of programming languages and frameworks.
- Lead client meetings to understand their challenges and identify opportunities for software solutions.
- Pitched products to investors and potential customers.

### Design and Marketing Intern

My Cause UK | Feb 2019 - Mar 2020

- Developed and executed marketing strategies to increase client followers and engagement numbers.
- Developed and designed toolkits for engagement with charity and festival partners.
- Set up online purchasing infrastructure for brand merchandise.

### Events Director and Staff Recruitment

Camp Greenwoods China | Aug 2018 - Aug 2019

- Planned and executed evening and day activities for 100+ campers.
- Lead and supported Junior camp counsellors.
- Developed, pitched, and fulfilled a plan to set up and manage the recruitment of new UK staff for the camp.

## EDUCATION SUMMARY

### University of Bristol

Computer Science and Innovation MEng

1st Class Honours

Santander Essay Scholarship Awardee 2016

## TECHNICAL COMPETENCIES

### Programming Frameworks / Languages:

- PHP
- Laravel
- Javascript
- VueJS
- FastAPI
- Python
- SQL
- Neo4J Cypher
- SASS / CSS

### Databases:

- MySQL
- Neo4J (Graph)

### Software

- Github
- Bitbucket
- Excel
- Jira / Confluence
- Coda.io

## OTHER INTERESTS

- I enjoy developing new ideas for tech products and self-learning tools and frameworks to build them. In particular my ideas tend to be focused on creating better community engagement opportunities through tech, or creating tools to improve users mental health and wellbeing.
- I am also very passionate about food - both cooking and eating it - so spend a lot of my free time exploring restaurants or recipes.