

Andrew Bauer

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Professional Experience

Mintlify

Founding Account Executive

San Francisco, CA, USA

Feb 2025 - Apr 2025

- Closed SMB deals with high-growth tech companies including Reown and Helius
- Owned full-cycle sales from inbound qualification through product demo to negotiation and close
- Delivered technical product walkthroughs, including MCP use cases, that tied documentation infrastructure to business outcomes for engineering teams
- Role concluded as part of GTM-wide RIF

SmartCode

Sales Engineer

Miami, FL, USA

Jun 2024 - Jan 2025

- Designed go-to-market strategies that increased customer close rates by 55%
- Conducted technical discovery sessions and tailored API-centric demos for client stakeholders
- Acted as the customer voice in product development by synthesizing and relaying feedback

Visa

Software Engineer

Foster City, CA, USA

Apr 2022 - Jul 2024

- Built backend systems that processed over 35,000 Visa transactions per second
- Supported FinTech clients with deep technical guidance around Visa APIs and integrations
- Developed secure, performant C++ and Assembler code and worked closely with QA and Dev teams
- Contributed to core infrastructure including tokenization and network routing systems

Education

Stanford University

Certification, Software Engineering

Apr 2024 - Jun 2024

Chapman University

Bachelor's, Software Engineering

Sep 2017 - May 2021

Projects & Outside Experience

Redbull: Can You Make It Challenge

Winning Team

Los Angeles, CA, USA

Sep 2019 - Dec 2019

- One of 10 U.S. teams selected from over 300 applicants to participate in a Europe-wide challenge
- Created social campaigns, outreach efforts, and marketing materials that drove engagement and votes
- [Link to project](#)

Twitter Clone

Jun 2024 - Jun 2024

- Developed a full-stack Twitter clone as part of the Stanford TECH 18 course
- Technologies: MongoDB, Node.js, React, JavaScript
- Implemented user authentication, real-time updates, and responsive design
- [Link to project](#)

Skills

Technical: Python, JavaScript, SQL, C++, APIs, Git, Assembler, LLM, React

Sales: Pre-Sales, Customer Discovery, Technical Demos, Solution Design

Soft Skills: Communication, Strategic Thinking, Stakeholder Engagement

Interests

AI, Machine Learning, Mentoring, Piano, Surfing, Rock Climbing, Skiing, Film Photography