Dave Dwight
Full-Stack Software Engineer

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Skills

Javascript, React, SQL, HTML, CSS, Tableau, Excel, Salesforce, Webflow, Figma

Professional Experience

Fellow, On Deck Founder Fellowship   *Remote, 2020*

The On Deck Founder Fellowshop brings together top entrepreneurs who are looking to build their next thing

- Evaluated an idea for a sweat based cortisol wearable device; built nftprinter.com, a website to print NFTs

Director of Operations & Special Projects, SWORD Health   *New York, NY, 2019*

SWORD is reinventing physical therapy using wearable motion tracking devices, remote PTs, and AI. Backed by Khosla Ventures and Founders Fund

- Second US employee (HQ in Portugal) at Series A startup
- Led shift of supply chain of motion tracking devices (FDA approved medical device) from Europe to Shenzen, China, which increased monthly production capacity by 1,000%
- Managed a cross functional team (product, engineering, legal, marketing, and operations) to deliver a new D2C distribution strategy in a six week deadline
- Designed and implemented new sales processes in partnership with the Chief Commercial Officer which increased meetings booked by 400%

Cofounder & COO, Trade Ghana (YC W17)   *Tamale, Ghana, 2017-2019*

Trade built the first commodities exchange in West Africa and processed over $2.7MM in GMV. Backed by YC, Sam Altman, Peter Thiel, Founders Fund, Reid Hoffman, Geoff Ralston, and The Bill & Melinda Gates Foundation

Strategy & Operations:

- Led operations strategy and deployment for all field operations
- Grew user adoption from zero to over 5,000 MAUs in 100+ villages at a rate of 40% MoM growth for 18 months
- Grew total quantity of commodities received from zero to over 50,000 kgs of grain per day
- Doubled Gross Merchandise Volume by launching operations in two cities, hiring and training 30+ employees, and writing playbook for launching in new markets
- Launched a transport marketplace, which increased shipments by over 400% in two months

Data Analysis & Business Intelligence:

- Built business intelligence dashboards in partnership with CTO, which increased visibility into customer operations, significantly decreased fraud, and aligned the company around key metrics
- Performed cohort analyses with SQL to identify top performing customer cohorts and locations, which informed new city launch strategy, which led to over $1MM in new Gross Merchandise Volume

Product Management:

- Led product management for Buyer Statements, Affiliate Receipt and Dispatch, Cash Shop Deposit and Cashout, and Warehouse Dashboards
- Drove adoption of products above from 0 to 5,000+ cumulative DAUs
- Collaborated with engineering team to scope, design, build, and implement all products, pitching in with design work and front-end engineering

Cofounder Responsibilities:

- Moved to rural Ghana, hired early employees, met with local officials and village chiefs, performed ~100 sales pitches in villages, wrote protocols for managing warehouses and launching new cities, loaded many bags of grain into trucks, resolved employee disputes, and much more

Consulting

Consultant, Tool.io   *New York, NY, 2019*

- Worked closely with the CEO to define brand strategy, build new marketing assets (customer facing sales deck & executive summary)

Education

Lambda School   *April - November 2021*

Full Stack Web Development Track | Full time six month course covering HTML, CSS, Javascript, React, Node.js, and Computer Science fundamentals

The University of North Carolina at Chapel Hill   *Class of 2016*

B.A. Economics & Global Studies, Pre-med

General Assembly *Data Analytics*   *October 2020*

40 hr course covering analysis frameworks, SQL, Excel and Tableau.