Dilan Swami

Solutions / Software Engineer

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Engineer who has implemented scalable, cost-effective solutions for enterprise clients. Directed customer discovery to determine pain points and built relationships with executives, managers, and engineers.

SKILLS

Product: Next.js, TypeScript, React, JavaScript, HTML, Tailwind CSS, Python, Django, Flask, MySQL, PostgreSQL, Supabase, AWS, Docker, Git, Github, Vercel
Customer: Salesforce, HubSpot CRM, Product Demos, Relationship Building, Customer Discovery, Cold Calling

EXPERIENCE

Co-founder | Unlonly | Sep 2024 - Dec 2024
- Facilitated 30+ customer discovery interviews, identifying senior citizens' pain points and building lasting relationships through weekly touchpoints
- Developed automation and cloud-based software architecture, iterating on product concepts based on customer feedback

Solutions Engineer Intern | Dassault Systèmes | May 2024 - Aug 2024
- Collaborated with client engineering teams to design scalable CI/CD solutions, reducing product downtime by 80%
- Troubleshooted critical system outage with SQL, restoring services for 1,000+ users in <30 minutes
- Built interactive dashboard in JavaScript for real-time visualization of model data on Linux system, deployed on Docker

Software Developer Intern | Desai Accelerator | May 2023 - Jan 2024
- Identified and resolved customer pain points through API and frontend optimizations in TypeScript and React, retaining $8K in revenue, accounting for 25% ARR
- Advanced 30 leads through cold calling, including one who became a top marketplace seller, driving a 50% revenue increase in one state

PROJECTS

Clarity
- Personal AI coaching software designed to help navigate complex personal dilemmas, like a career change. Built in Next.js, TypeScript, React, Gemini API, PostgreSQL, Supabase, and deployed on Vercel.

FinRAG
- Financial tool that lets you extract key information from large 25+ page stock history PDFs. Built with Python, Django, HTML, CSS and OpenAI embeddings.

EDUCATION

University of Michigan | BSE Computer Science
AWS Solutions Architect - Associate