

David Feldman

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EXPERIENCE

2018 – Present **HIVE** San Francisco, CA

Product Manager

[Hive](#) is a mid-stage San Francisco startup focused on enterprise applications for computer vision, and backed by top VC firms (Founders Fund, General Catalyst, 8VC). As the founding Product Manager of our flagship enterprise SaaS product [Mensio](#), I oversee a 12-person team, report directly to the President of Hive Media, and am responsible for design, development, and roadmap for the product. Specific responsibilities and accomplishments include:

- Worked with CEO to secure go-to-market partnership with Bain & Co (global mgmt. consulting firm). Grew product line revenue from \$0.1MM to \$3.5MM ARR in 18 months. Played central role in partnership/sales process by developing all pitch materials and participating in executive meetings.
- Named product, designed logo, and oversaw UI/UX team to design product interface. Executed on 2 major redesigns in 18 months to accommodate increasing product scope and divergent customer needs.
- Established technical requirements for partner and customer data security and management, oversaw implementation of authentication and data security layer.
- Prototyped all statistical methodology and data pipelines in Python, Spark & SQL for first 6 months following product launch. Hired and trained data engineer to allow for continued product growth.
- Implemented agile project management system for team including 2-week milestone-driven sprints, daily standups and a JIRA based ticketing system. Interviewed and hired team members, to grow from 4 people to 12 in 18 months.

Data Scientist

Originally hired as a Data Scientist at Hive when headcount was < 30, I was responsible for executing on analytics based client SOWs, writing company white papers, building prototypes of deep learning models and quantitatively assessing AI model quality prior to production release. Specific accomplishments include:

- Led a TV content viewership-effect analysis for “Major Cable Provider/Broadcast Network Co.” using set-top-box level viewership data and AI generated content tags to conclude that certain types of “edgy” content have a statistically significant effect on viewer tune-out
- Built Hive’s first text-detection and transcription computer-vision model via implementing current research papers in Python & Tensorflow

2016 – 2018 **ACCENTURE** San Francisco, CA

Consultant, Accenture Digital

While at Accenture, I primarily worked on strategy and analytics engagements at Google as a consultant. Specific projects and accomplishments include:

- Built an R-based statistical analysis framework for a major AdWords user-research initiative with \$2M annual budget. Work directly led to definition of metrics used for 2018 company OKRs.
- Led user Google Home device usage analysis, and developed usage-trigger driven automated campaign strategy for Google Home CRM team. Work led to targeted marketing campaigns that reached > 1MM users.

EDUCATION

2016 – 2019 **MS COMPUTER SCIENCE, JOHNS HOPKINS UNIVERSITY** San Francisco, CA
Master of Science in Computer Science, Software Engineering specialization. 3.64/4.0 GPA. 730 GMAT.
Part time program, completed while working full time.

2012 – 2016 **BS CHEMICAL & BIOMOLECULAR ENGINEERING, JOHNS HOPKINS UNIVERSITY** Baltimore, MD
Bachelor of Science in Chemical and Biomolecular Engineering. Economics Minor. 3.26/4.0 GPA. 2200 SAT.
Vice President – *Beta Theta Pi*; Recruitment Chair & Sailing Captain – *Outdoor Pursuits Club*

PERSONAL

- Outdoors Enthusiast, NOLS Wilderness First Responder, PADI Open Water Scuba Diver, Expert Alpine Skier