

Daniel Johnson

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Highly focused and adaptable Engineer and Product Manager with proven ability to initiate independent projects and collaborate effectively within team settings. Combines robust technical expertise and strong interpersonal skills with an excellent work ethic. Committed to driving innovation in technology and business and brings a track record of delivering projects to completion and meeting complex challenges with effective solutions.

EDUCATION

University of Notre Dame – First Class Honors (3.9 GPA) *June 2022 - May 2023*
Master of Science in Engineering, Science, & Technology Entrepreneurship (ESTEEM)

University of Galway – First Class Honors (4.0 GPA) *August 2017 - May 2021*
Bachelor of Biomedical Engineering

Purdue University – First Class Honors (4.0 GPA) *August 2019 - May 2020*
Junior Year International Student Exchange

EXPERIENCE

Growth Engineer, Sales Operations

Telnyx - New York, NY (Remote) *August 2023 - Present*

- Developed a Python-based application that uses artificial intelligence to qualify and dynamically reply to inbound leads, resulting in a 35% increase in MQL to SQL conversion rate, and reduced average commission expenses by >20%.
- Created an appointment routing system using Google Calendar and Salesforce APIs, which increased speed to lead by >90%.

Graduate Student Product Manager

Liquidity Services – South Bend, IN (Remote) *June 2022 - May 2023*

- Developed a business case and methodology for calculating product carbon footprints using deep learning techniques.
- Conducted 50 customer interviews to identify pain points and built an MVP using Python, HTML, and CSS.
- Consolidated a technology review, market analysis, financial model, and go-to-market strategy and presented my findings and product to the company's C-suite executives.

Associate Research & Development Engineer

Cerenovus, Johnson & Johnson – Galway, Ireland *September 2021 - May 2022*

- Contributed as a core member on the EMOGUARD team which successfully launched in the United States.
- Designed and performed mechanical testing of balloon guide catheters and other medical devices.
- Performed statistical analysis of test data using Minitab and presented findings in formal reports and internal presentations.

Co-Founder, Account Director

Don't Buy Media - London, U.K. (Remote) *September 2020 - May 2022*

- Created social media strategies and content for some of the largest sports and entertainment brands in the world (New Zealand All Blacks, Nonstop Sports, Major League Rugby).
- Helped clients amass a total of over 100 million views and over 2 million followers across their channels.
- Lead a team of content creators and editors across three continents, producing and editing content daily.

SKILLS

- **Technical:** Python, SQL, HTML, CSS, Git, Domo, MATLAB, R, Minitab, CAD, Figma
- **Business:** Product Management, Project Management, Design, Prototyping, Salesforce, Excel, Sheets
- **Interpersonal:** Leadership, Communication, Accountability, Self-Motivation, Creativity, Problem Solving, Teamwork

ACHIEVEMENTS

- 2023: Team Member – McCloskey New Venture Competition semi-finalist.
- 2022: Fellowship Recipient – Naughton Fellowship for pursuit of a master's degree at the University of Notre Dame.
- 2020: Academic Honors – Outstanding scholastic performance during the spring semester at Purdue University.
- 2019: Exchange Candidate – One of just two students selected from my program to study abroad at Purdue University.
- 2019: Scholarship Recipient – CoEI Summer Scholarship.
- 2018: Team Member – NUIG Arduino Robot Competition winner.

References available on request