

DJ Scruggs

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Entrepreneurial product engineer with robust technical expertise and deep experience in client-facing roles, ranging from product management to sales engineering. Proven capability in full stack development of scalable products via code, communication and strategic thinking.

Skill Summary

React, Node, Remix, Next.js, Ruby on Rails, PHP, JavaScript, TypeScript, PostgreSQL, MySQL, Python, AWS, Cloudinary, WordPress, Heroku, Fly.io, Vercel, Git, Docker, Postman, Jupyter Notebook, Microsoft Office, GSuite, ActiveCampaign, Hubspot, Zapier, Buildium, Dropbox Sign

Work History

Contract and Side Projects

October 2023 - present

[Blockchain Rangers](#) — A full-stack blockchain scam detection system with multi-factor risk scoring, real-time smart contract analysis across using EtherScan, SolScan, Helius, and TON Center APIs. Vanilla JavaScript front end with Flask backend. Also features a comprehensive [llms.txt](#) interface to take advantage of LLMs and x402 payments.

[Cardless ID](#) — A nonprofit age verification platform to age-gate websites in compliance with local laws. The website uses React Router V7, Firebase, and the Algorand blockchain. The mobile app in development is built on Expo and provides a custom Algorand wallet with decentralized identity credentials.

Nikozi Music ([FWB/Worldcoin hackathon](#)) — A Worldcoin mini-app that provides Spotify-style music functions integrated with the Worldcoin proof-of-humanity Mini App ecosystem

[Penelope Trunk](#) - Well-known blogger who writes about careers, personal development and autism. I built a new email marketing platform and migrated her blog from WP Engine to a VPS on DigitalOcean.

- Migrated off Hubspot to a custom version of [Mailster](#), a WordPress plugin, lowering cost from \$25,000 per year to less than \$1,500.
- Rewrote the Mailster automation component to scale to up to 200,000 messages per day via Amazon Simple Email Service.

- Customized the Wordpress and PHP instances to handle long running, high-memory cron tasks.

[Automated Penetration Testing Reporting System](#) — The original developer in India approached me with an outdated Python application that could not attract users. I built an entirely new front end in React with Vite and Tailwind that required only minor changes to the FastAPI based back end. Now the application serves more than 2,000 security professionals who use it to document and track the status of hundreds of critical cybersecurity vulnerabilities for their enterprise clients.

[TRYBE](#) — Starting with a non-technical founder's Figma wire frames, I built a full stack PWA in React/Remix with Prisma/Supabase as the back end and Fly.io for deployment. Currently in alpha testing, the application will serve more than a thousand paying customers and tens of thousands free users.

BlueSpruce Holdings — Managing Partner

June 2017 - October 2023

Led the purchase, management and sale of 330 multifamily apartments. Key accomplishments include raising \$5 million in equity capital, building a turnkey investor communication platform and 7% annual cash flow

Content BLVD — Chief Technology Officer

March 2015 - June 2017

Managed the successful turnaround of a floundering influencer marketplace, succeeding after two predecessors failed. The project was over budget and severely behind schedule. My predecessors had tabled previous iterations and started from scratch. Rather than throwing out that sunk cost, I took the existing Node—based bare bones API and built an entirely new front end encompassing multiple changes to accommodate market demands. We successfully launched in five months and served more than ten thousand users.

Node and PostgreSQL backend with Mithril/CoffeeScript front end. Deployed on Heroku

Staunch Robots — Technical Lead

August 2014 - March 2015

Managed remote developers in South America and Europe for four American clients, overcoming language barriers and translating complex requirements into a coherent agile process. Primary tech stack was Ruby on Rails with MySQL and PostgreSQL back ends.

Avenir International — Chief Technology Officer

January 2014 - August 2014

Led a complex technical conversion from on—premises software to a multi—tenant SaaS architecture compliant with HIPAA and related regulations for medical environments

Underlying technology included Ruby on Rails, PostgreSQL, Cisco IP Phones and Twilio.

StatsMix — Chief Technology Officer
October 2010 - January 2013

Starting with an MVP built in the second ever TechStars cohort, I led all technical development of a SaaS providing custom analytics integrated with third party reporting tools such as Google Analytics, Stripe, Mailchimp and dozens of others. Core technology included Ruby on Rails, MySQL, jQuery, Highcharts and more than 30 web APIs.

SurveyGizmo — Senior Software Engineer
January 2008 - August 2010

Joined as employee number five and third technical employee to help convert a PHP app running on a single server into a Zend Framework app running on clusters on two continents serving customers in 80 countries. Built integrations with Salesforce and ExactTarget, supported the API, and rebuilt the payment system to support complex billing for enterprise customers.

Enthusiast Group – Co-founder
March 2006 - November 2007

Created a B2C social media platform for extreme sports enthusiasts. Core technology included PHP, MySQL, Drupal and JavaScript.

Chief Privacy Officer — MessageMedia
December 1998 - December 2001

Devised and enforced spam-prevention policies for one of the first email marketing companies. Devised and executed a PR and marketing initiative to highlight the company's thought leadership in permission marketing, leading us to win major enterprise accounts such as Cisco Systems and Dell Computer.

Distributed Bits — CEO & Co-founder
March 1996 - December 1998

Created the industry's first email customer service platform, landing major clients such as Consumer Reports and the Chicago Board Options Exchange. The company was acquired by MessageMedia, providing a 700% return to investors in two years.

Education

BS in Music Education, Northwestern University
Sales Training from Sandler Sales Institute