Daniel Sims

Seattle, WA • DSims21@gmail.com • 425-922-0726

LinkedIn: DanielJSims • **StackOverflow**: MonteCarloSims • **GitHub**: DSims21

Education

UNIVERSITY OF WASHINGTON   Seattle, WA
BA, Business Administration   2015
Relevant Coursework: Management of Organizations, Information Analysis, Operations, Project Management, Statistics

Experience

STARBURST DATA   Cambridge, MA (Remote)
Manager, Technical Account Management / Lead Data Engineer (Telemetry)   Aug. 2022 – Jun. 2023
- Utilized advanced AI tools, notably GPT-4, to enhance operational efficiency across multiple areas, including the creation of internal and external planning documents, the generation of powerful presentations, data analysis for informed decision-making, design of OKRs and supporting documentation, and the proposition of new educational and service programs.
- Oversaw the company's most prominent and technically demanding customer accounts, demonstrating skills in client management, and technical problem-solving.
- Initiated and implemented innovative systems and processes based on organizational needs, seeing company-wide adoption.
- Led and nurtured a high-performing team, creating an environment that promoted teamwork, empowered individuals, and boosted team performance.
- Leveraged quantitative background and programming expertise to introduce analytics solutions on a team and company-wide scale.
- Collaborated with product and engineering teams, contributing to product enhancements and bridging the gap between clients and internal teams.
- Gained skills in systems and process design, team leadership, product improvement, and analytics solution development.

Senior Technical Account Manager / Data Engineer   Aug. 2021 – Aug. 2022
- Served as the primary point of contact for significant customer accounts, collaborating with global data teams.
- Managed world's largest datasets, using Trino/Presto for comprehensive data solutions, ensuring efficient data federation and massively parallel processing.
- Developed and implemented data infrastructure strategies for high-touch accounts, improving data storage, retrieval processes, and interoperability.
- Deployed scalable data strategies in large enterprise environments that utilized massively parallel processing, enhancing efficiency in querying and analyzing vast datasets.
- Designed team-wide analytics solutions, enhancing decision-making capabilities and fostering a culture of data-driven insights.
- Engaged regularly with product and engineering teams, acting as a liaison and contributing towards product enhancement.
- Gained skills in high-touch account management, project management, data infrastructure strategy, application of Trino/Presto through DevOps, and Platform Engineering principles.

OPENMARKET INC.   Seattle, WA (Remote)
Senior Technical Account Manager / Data Engineer   Dec. 2020 – Aug. 2021
- Worked closely with the company's most significant account to design and implement global text messaging platforms, including innovative products such as satellite communication.
- Collaborated with 19 teams of engineers, innovators, DevOps engineers, and platform engineers to monitor and stabilize a real-time global platform.
- Managed time-sensitive SMS data, similar to market data, understanding the importance of avoiding delays to maintain its value.
- Utilized knowledge of the scale of markets to perform effectively in the role.

- Developed data warehouse infrastructure using Parquet, S3, Hive, and Presto to handle billions of rows of text message data.
- Created internal visualizations to monitor delivery rates, proactively identifying and resolving issues to maintain optimal performance.

SPEARHEAD CAPITAL MANAGEMENT, LLC   Bellevue, WA
Owner, Quantitative Analyst, Software Engineer, Data Engineer, Financial Advisor   Jun. 2013 – Dec 2020
- Achieved the FINRA Series 3 and Series 66 licenses, demonstrating a comprehensive understanding of financial regulations, commodities, futures contracts, securities, and ethical business practices in the financial services industry.
- Developed and maintained Athena, a program using C# for the collection and storage of empirical market micro-structure data, including live streaming equity/index derivative data, implied volatility skew, and put/call-parity deviations.
- Constructed a Derivative Pricing Calculator, a tool for mass valuation of options using Python and SQL Server, applying the Black-Scholes formula to include Delta, Vega, and Implied Volatility calculations.
- Built Neural Networks to predict derivative pricing and utilized quantum computing to balance a basket of derivative securities and risk hedges, guided by financial theories such as Black-Scholes, Information Theory, and Kelly Optimization.
- Created and maintained a fully automated Market Data Pipeline from US exchanges to aggregated visualization using AWS Athena, Tableau, and Powershell, handling all Index/equity derivative trades on every US exchange.
- Developed a nightly automated Monte Carlo Simulation workflow using Python, AWS Athena, AWS S3, and Linux to compute stocks' probabilistic outcomes for specific future dates.
- Managed, queried, migrated, and automated billion+ row datasets and reduced billions of events to create logic leading to actionable data points.

TABLEAU SOFTWARE   Seattle, WA
Manager, Software Engineering (Supportability)   Nov. 2013 – Dec. 2018
- Promoted to various support and engineering roles during a five-year tenure at this $1B business intelligence and data analytics software company.
- Led technical troubleshooting efforts for the world's largest analytics platforms, addressing complex, high-level issues that required a deep understanding of large-scale data handling, which is directly related to the new role's requirements.
- Conducted regular meetings with C-Level executives to provide updates on critical escalations, demonstrating effective communication skills and the ability to manage relationships with high-profile stakeholders.
- Responded to critical client needs by personally visiting customer sites for presentations and hands-on troubleshooting, indicating a commitment to customer service and ability to handle high-pressure situations, akin to managing the most demanding accounts in the new role.

SCOTTRADE   Seattle, WA
Stockbroker   Nov. 2007 – Jun. 2013
- Earned the FINRA Series 7 and Series 63 licenses, demonstrating a high level of knowledge and expertise in financial regulations, securities, and ethical practices.
- Gained a reputation as a skilled professional in options trading, exhibiting a deep understanding of advanced market principles and a consistent ability to place large trades for customers.
- Prioritized speed and accuracy, recognizing their critical importance in the fast-paced and high-stakes world of stock trading, a mindset that carries over into my management and technical roles.

Skills & Interests

Financial: Quant Finance, Valuation, Greeks, Hedging, High Frequency Trading, Black Scholes, Kelly Criterion
Technical: Python, SQL, Java, C#, C++, OpenAI API, LangChain, Distributed Systems, Big Data, Kubernetes, Data Visualization, Tableau, Docker, Helm, Linux, Git, AWS, GCP, Azure, Open-Source Collaboration, Troubleshooting

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Language: English (proficient,) Spanish (intermediate,) French (intermediate,) Arabic (beginner)
Interests: Artificial Intelligence, Machine Learning, Virtual Reality, Traveling, Electric Scootering