

GREG SHAPIRO

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EXPERIENCE

Penn Haven Boston, MA, *CTO*

09/2017 – present

At Penn Haven we use data and software to improve the process of buying and running small businesses.

As CTO of our growing team I make sure that our technology choices are pragmatic for short-term goals and bottlenecks, while thinking ahead for our long-term goals.

NGP VAN, Inc Somerville, MA, *Software Engineering Team Lead*

11/2011 – 05/2015, 06/2016 – 09/2017

Progressed from QA Automation to leading one of the largest engineering teams at the company

- ♦ Worked individually on custom development for 2012 Obama campaign initiatives, led teams for high-stakes 2014 and 2016 election systems and production support:
 - ♦ Upgraded predictive dialer system to target and track millions of successful phone calls in 2014
 - ♦ Upgraded mobile canvassing tools to target and track millions of door-to-door conversations in 2016
- ♦ Kicked off a multi-million dollar project to create the industry's most powerful high-volume email system
- ♦ Analyzed usage patterns and error logs to predict when our upstream vendors and partners would have capacity issues
- ♦ Screened and interviewed dozens of employees.

Center for International Development, Harvard Cambridge, MA, *Product Architect*

05/2015 – 04/2016

- ♦ Launched high profile open data visualization websites for government partners in Mexico, Colombia, and Peru
- ♦ Managed a mixed team of software engineers, data scientists, designers, and visualization experts in an environment that mixed academic research, public facing tools, and high level government consulting
- ♦ Developed novel datasets allowing extremely detailed industry, employment, and trade data analysis
- ♦ Worked with high-ranking government agencies, officials, and sponsors such as Mexico's Chief Minister of Finance
- ♦ Bridged between tech team and diverse stakeholders including Harvard professors, outside researchers, government officials, and project sponsors from Mexico, Colombia and Peru as well as the US International Trade Commission

Sino Investments, Detroit, MI, *Co-Founder, Technical Director*

10/2010 - 9/2011

- ♦ Created financial model supporting SBA loan for brewery expansion: modeled expansion effects including changes to labor allocation, equipment depreciation, distribution of sales across 120 beer varieties, material costs and financing costs
- ♦ Responsible for internal technical operations as well as technical problem-solving for clients: internal and external financial projections, CRM system, time tracking, project budgeting, website design and hosting, email, file sharing
- ♦ Signed memorandum of understanding with 4.7 Billion RMB development project in Guangzhou, China

IBM OpenPages (then OpenPages, Inc.), Waltham, MA, *Software Engineering Intern*

7/2010 - 12/2010

- ♦ Developed a java desktop app to aid multinational companies in global IT risk management planning, using a large proprietary dataset of compliance data
- ♦ OpenPages was later acquired by IBM, where consultants still heavily use my original tool.

Econometric Analysis of Chinese Character Learning on Skritter.com (*Senior Research Project*)

2/2010 - 6/2010

- ♦ Students of Chinese and Japanese use Skritter to learn Hanzi/Kanji using researched-backed spaced repetition algorithms.
- ♦ Using over 15 million data points from 3,000 students, I modeled the probability that a learner would forget a Chinese character at a certain time after review, identifying areas to improve the product's core algorithm.

Smart Semester Books Washington, DC *Founder*

4/2009 – 12/2009

- ♦ Bought and sold college texts. I scraped data so that I could market straight to big classes with profitable books.

Culture Gateway, Beijing, China, *Interim Director*

6/2007 - 11/2007

- ♦ Ran marketing and sales for contracts that led to teaching over 7,000 students
- ♦ Resolved employment, housing, arrival, visa, and registration difficulties for inaugural participants

EDUCATION

George Washington University, BA with double major: *Computer Science, Economics*

2005 - 2010

Awarded *School of Engineering and Applied Science* merit-based full tuition scholarship, total value \$144,000+