**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   1. Worked on high stakes custom development for 2012 Obama campaign 2. Led development for high stakes 2014 and 2016 election systems and production support for hundreds of clients: 3. Upgraded predictive dialer system to target and track millions of successful phone calls in 2014 4. Upgraded mobile canvassing tools to target and track millions of door-to-door conversations in 2016 5. Reduced server-side error rates from mobile canvassing tools by over 99% after taking over this product 6. Led “off-year” projects to build next generation tools 7. Kicked off a multi-million dollar project to create the industry’s most powerful high-volume email system 8. Developed a new distributed mobile canvassing app on extremely short timeline. “Knock 10” allows volunteers to find and talk to voters near them, without needing a campaign or field office to assign the targets 9. Recruited and conducted dozens of interviews for software engineers and other employees 10. Analyzed usage patterns and error logs to predict when our upstream vendors and partners would have capacity issues during peak election times.   **Center for International Development, Harvard** Cambridge, MA, *Product Architect* 05/2015 – 04/2016   1. Launched high profile open data visualization websites for government partners in Mexico, Colombia, and Peru 2. Led a mixed team of software engineers, user experience designers, and visualization experts in an environment that mixed academic research, public facing tools, and high level government consulting 3. Solved technical limitations for post-docs and other researchers to develop novel datasets allowing detailed analysis of industry, employment, and trade data in our partner countries, down to unprecedented individual and geo-location detail 4. Worked with high-ranking government agencies, officials, and sponsors such as Mexico’s Chief Minister of Finance 5. Bridged between tech team and diverse stakeholders including: principal investigator and other Harvard professors, researchers, government officials, and project sponsors from Mexico, Colombia and Peru   **Sino Investments**, Detroit, MI, *Co-Founder, Technical Director* 10/2010 - 9/2011   1. 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 2. 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 3. 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   1. Developed a java desktop app to aid multinational companies in global IT risk management planning, using a large proprietary dataset of compliance data 2. OpenPages was later acquired by IBM, where the governance, risk, compliance practice still heavily uses my original tool. 3. Applied streaming XML parsing, multi-threading, and indexing to keep the UI fast while managing memory use   **Econometric Analysis of Chinese Character Learning on Skritter.com** *(Senior Research Project)* 2/2010 - 6/2010   1. Students of Chinese and Japanese use Skritter to practice writing Hanzi/Kanji using researched-backed repetition algorithms. 2. 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   1. 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   1. Ran marketing and sales for contracts that led to teaching over 7,000 students 2. 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+ |
| Languages | |
|  | English (Native), Mandarin Chinese (Intermediate written and spoken) |