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San Diego, California

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A multi-faceted backend software engineer with award winning experience in sales. I transitioned my career to software development where I currently build innovative sales technology applications.

WORK EXPERIENCE

Software Engineer Hyperspect.ai

04/2021 - Present

San Diego, California

Hyperspect.ai is a SaaS start-up that creates programmatic sales personalization using company and prospect data.

- Achievements/Tasks
- Responsible for build, test, and validation of all JavaScript backend applications
- Integrate 3rd party APIs with Hyperspect applications
- Update & maintain Hyperspect GitHub Repository
- Develop & train high-performance language models built on GPT-3
- Develop test plans and test automation for features
- Assist in the development and maintenance of new APIs for integration with Hyperspect frontend
- Provide technical expertise and updates in code reviews and application discussions
- Resolve technical problems relating to API application by identification and fixing bugs
- Quickly learn & apply new technologies in a high-pressure start-up environment
- Built an effective caching system that logs application return to a relational database via API to decrease run cost over time

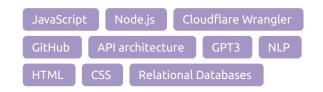
Account Manager / Recruitment Consultant Austin Vita

10/2019 - 02/2021

Austin Vita is a life-science recruitment agency that serves California

- Achievements/Tasks
- Salesman of the year
- Responsible for driving \$285K/\$520K of total office revenue in 2020 (55%) on a team of 6

SKILLS



PROJECTS

URL Categorizer

 Given a domain "example.com" URL Categorizer will scrape all external links from that domain, and neatly return categorized links inside a JSON object.

Company Description Personalizer

 Makes an API call to a LinkedIn data provider to scrape a company's LinkedIn page. Gets company description from the response object and sends company description to a trained GPT3 text generation model to create sales personalization

Company Blog Personalizer

- Uses URL Categorizer to find blog links attached to a company domain. Filters blog links for relevance, and extracts the text contents of the selected blog link. Blog text is summarized and sent to a trained GPT3 text generation model to create sales personalization
- Uses advanced RegEx filtering to ensure selected link is a content page

LinkedIn Profile Personalizer

 Makes an API call to a LinkedIn data provider to scrape a persons LinkedIn page. Gets all relevant information from the page based on availability. Uses regex and string concatenation to create sales personalization

Tweet Keyword Analyzer

 Makes an API call to Twitter API to extract recent 6 months of tweets from a user. Matches each tweet content to a set of keywords passed in as a parameter from the user and returns matching tweets.

Person & Company Name Data Cleaner

- Uses advanced RegEx with multiple test cases to clean person and company name data for use in sales messaging.
- (Dr. John Doe, M.S. → John Doe)
- (TESLA, LLC → Tesla)

WORK EXPERIENCE

Owner

Clatch Socks

2015 - 2019

Started in my dorm room in college, Clatch Socks provides custom socks to schools & organizations as a fundraising campaign

Achievements/Tasks

- Sold to 112 schools generating \$62,000 over 4 years
- Established an international supply chain with a sock manufacturer in Shanghai
- Paid off student loans :)

ACHIEVEMENTS

Salesman of the year

Won salesman of the year in an agency recruitment business for generating 54% of revenue for the San Diego office in the year of 2020. (Team of 6)

Deans List x3

Arizona State University Deans List

EDUCATION

JavaScript Certification

Codecademy

04/2022

Asynchronous JavaScript CertificationCodecademy

04/2022

Python (In Progress)

Codecademy

Currently learning & building

Currently learning & building personal projects with Python to broaden my skillset

JavaScript, HTML, & CSS Online Bootcamp App Academy

02/2021 - 04/2021

B.S. Business Entrepreneurship

Arizona State University

08/2015 - 05/2019

ORGANIZATIONS

Sigma Pi Fraternity

Head of Fundraising

LANGUAGES

English

Full Professional Proficiency

Armenian

Full Professional Proficiency