






# Haig (Hike) Hovsepian


Software Engineer

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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

JavaScript

Node.js

Cloudflare Wrangler

GitHub

API architecture

GPT3

NLP

HTML

CSS

Relational Databases

## 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 Certification

Codecademy

04/2022

### Python (In Progress)

Codecademy

*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*