Harrison Maxwell Miller
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EXPERIENCE

IvyBridge International Education, *Co-founder*, San Francisco, CA   Sep 2019-Present

- Started in late September 2019 and reached $150k TTM revenue
- 5 B2B customers, 2 $15k bookings in Q1 2020 & 2 $10k bookings in Q3 2020
- Negotiated special partnership with South China's largest talent and HR training company (10M+ users) which let us use its sales team to sell to international education companies
- Built out the expert catalog product in Gatsby (React), Styled Components, Redux, Airtable API, Calendly & Cloudinary

Atrium (YC W18), *Client Development Associate*, San Francisco, CA   Mar 2019-Nov 2019

- 5th sales hire at Atrium, a YCombinator and Andreesen Horowitz-backed lawtech startup
- Q2, Q3 2019: Highest-performing Business Development rep
- Q2 2019: 124% quota attainment
- Set 40 outbound meetings in under 1 week, 36 qualified, 6 of which became clients
- As technical PoC, handled SaaS vendor evaluations and software integrations for my team, leading to a 5% increase in daily workflow efficiency for Business Development and Account Executive units

CollegeStory, *Founder, Product Engineer & Designer,* Los Angeles, CA   Jun 2018-Mar 2019

- Designed, engineered, and launched my own edtech SaaS product: on-demand college app consulting over video chat
- Built platform using React, Twilio Programmable Video, Stripe Payments API, Google Cloud Functions and Firebase
- Installed, configured, and managed Intercom marketing channels and sales funnel, leading to $2K MRR
- Managed team of 15 mentors in top 10% applicant pools from Harvard University, Yale University, Stanford University, and Cornell University

SpaceX, *Enterprise Software Engineer*, Hawthorne, CA   Nov 2017-Jun 2018

- Youngest Software Engineer on SpaceX's mission-critical Build Reliability team, whose applications track product non-conformances, quarantine defective parts, and analyze reusability of rocket assemblies
- Built front-end features to support mission success for first-ever Falcon Heavy rocket launch on February 6, 2018
- Designed and implemented internal C# APIs providing domain-specific resource read-write access to Supply Chain, Mission Control, and Manufacturing teams
- Engineered and took ownership of issue-tracking ERP solution now used throughout SpaceX in production (5,000+ users)
- Conducted in-situ research with build reliability engineers to assess and resolve bottlenecks in Dragon 2 Crew Capsule process workflows
- Met biweekly with build reliability engineers to assess operational pain points, improve software usability, and increase production attainment

Celena Design & Software Consultancy, *Technical Consultant*, New Haven, CT   Jul 2016-Sep 2017

- Started a product development consultancy with 8 other undergraduate classmates to gain industry experience outside of computer science coursework
- Collaborated closely with CEO & CTO of early-stage companies to outline software requirements specification and deliver technical insights during sales cycle
- Built out app MVPs in React Native, Firebase, and NodeJS in under 6 months and conducted user testing on Testflight

Faithlife Corporation, *E-Commerce Software Engineer*, Bellingham, Washington   Jun 2015-Aug 2015

- Chose this internship because it provided some unique opportunities to learn about text mining, NLP, and B2B sales
- Built an internal quote-to-cash tool for remote sales team in order to solve latency issues with their legacy code
- Gained experience with microservices architecture, isomorphic JavaScript frameworks, and Express APIs
- Presented the tool before a 1.5k+ audience at the company Demo Day conference in July 2015

Yale University - Jackson Institute for Global Affairs, *Front-End Software Engineer*, New Haven, CT   Jul 2014-Sep 2015

- Designed, built, and optimized author website for Stephen S. Roach, former Chief Economist & Chairman of Morgan Stanley Asia, to promote his new book (Unbalanced: The Codependency of America and China)
- Increased site traffic and conversion KPI's for book purchases with SEO strategies
- Implemented and maintained search functionality based on timsort & Rabin-Karp string matching for database of 100+ op-ed articles

EDUCATION

Yale University, New Haven, CT   May 2017
BA, Human-Computer Interaction (Psychology, CS)
- *Organizations: National Society of Black Engineers, YHack (Yale Hackathon), Ruby on Rails Peer Tutor, Computer Science at Yale (CSAY)*
- *Thesis: https://res.cloudinary.com/dxdsyeoz9/image/upload/v1502334184/HumorEvaluationsHCI_p4cf3y.pdf*
- *Awards:* Richter Summer Research Fellowship, Yale Entrepreneurial Institute Venture Creation Award, Yale Afro-American Cultural Center Athletic Leadership Award
- Founder & Captain of Yale Archery: founded the university archery program at Yale as a freshman, which received attention from the Olympic USA Archery organization. I fundraised $10,000+ from major nationwide archery suppliers. I helped take our training to the next level by integrating emerging technologies into the team training regiment, running Unity archery simulations on Oculus Rift DK1s to run mental rehearsal training sessions for athletes, for which I received $2500 from Yale Entrepreneurial Institute

SKILLS & INTERESTS

- **Languages:** Spanish (fluent), Mandarin Chinese (conversational)
- **Programming Languages:** JavaScript (ES7/ES6/ES5), Python, C, C#, SQL
- **Software:** React, React Native, Redux, GraphQL, Node.js, PostgreSQL
- **Design:** Framer, Sketch
- **Business:** B2B Sales, Copywriting, Deal Sourcing
- **Interests:** Investing, photography, recurve archery, making sushi