

# Haig Hovsepian

## Software Engineer

A high-performing, reliable fullstack 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 through the combination of prospect data and AI.*

#### Achievements/Tasks

- Joined Hyperspect as the company's first full-time software engineer. I successfully develop novel sales technology applications with hundreds of users and thousands of dollars in monthly recurring revenue.
- Build Hyperspect's pinnacle backend application from ideation through to commercialization, used by ~200 active monthly users and generating \$~15K in MRR.
- Reduce Hyperspect's application costs by 90% by developing in-house solutions for previously outsourced microservices.
- Deploy Hyperspect's microservice environment on AWS including DynamoDB, Lambda, API Gateway, and more.
- Author novel data cleaning applications which excel in cleaning sales data with advanced RegEx. These applications were initially built to manage our own data, but we've commercialized them, and they now generate ~\$1K in MRR by our users.
- Attend and on occasion lead weekly investor calls, delivering technical updates to stakeholders.
- Prepare extensive unit tests for each Hyperspect microservice, ensuring the products we deliver to our users are reliable and efficient.
- Build Hyperspect's API architecture which runs on AWS API Gateway.
- Carefully trained advanced NLP models on GPT-3/Open AI. These text models are trained to generate sales personalization from a wide variety of public data.
- Hands-on work with Node.js, Express.js, Relational DBs, APIs, and a variety of data systems.



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## SKILLS

JavaScript

Node.js

Express.js

React.js

Asynchronous JavaScript

AWS

Serverless

Postman

Debugging

Unit Tests

Cloudflare Wrangler

GitHub

API Architecture

GPT3

NLP

HTML

CSS

Relational Databases



## PROJECTS

### Cryptocurrency Tracker [↗](#)

- Cryptocurrency tracker centralizes real-time data and news on top cryptocurrencies in one place
- React.js, Node.js, Redux, CSS3, HTML5, Netlify, Bing API

### Mr. Beast Video Idea Generator [↗](#)

- Popular YouTuber Mr.Beast stated that it is a challenge for him to come up with new video ideas. This project uses AI to generate new video ideas for Mr. Beast trained on his former video titles.
- React.js, Node.js, Express.js, CSS3, HTML5, Heroku