

# 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



## WORK EXPERIENCE

### Account Manager / Recruitment Consultant

Austin Vita

10/2019 - 01/2021

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

*Achievements/Tasks*

■ [2020 US Sales Rookie of the Year](#)

■ Responsible for driving \$285K/\$520K of total office revenue in 2020 (55%) on a team of 6

### 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 custom socks to 112 schools generating \$62,000 over 4 years

■ Established an international supply chain with a sock manufacturer in Shanghai

■ Paid off student loans :)



## EDUCATION

### Software Design Principles

Codecademy [↗](#)

### JavaScript Certification

Codecademy [↗](#)

### Asynchronous JavaScript Certification

Codecademy [↗](#)

### Python (In Progress)

Codecademy

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

### Full Stack Web Development Bootcamp

App Academy

01/2021 - 04/2021

### B.S. Business Entrepreneurship

Arizona State University

08/2015 - 05/2019

### Entrepreneurship Bootcamp

Draper University

*Draper university is an entrepreneurship bootcamp in silicon valley*



## PROJECTS

### League of Legends Story Teller [↗](#)

■ League of Legends Story teller is a web application based on the popular MMO game. It allows you to select a character from the game, input your name, and receive a compelling personalized story generated by AI.

■ Express.js, Node.js, HTML5, CSS3,

### 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.

■ Node.js, AWS Lambda, Puppeteer

### Company Description Personalizer

■ Scrapes LinkedIn data, and sends formatted data to GPT-3 to generate sales personalization.

■ Node.js, AWS Lambda, GPT3

### Company Blog Personalizer

■ Scrapes a company's domain to find blog posts, and sends recent blog content to GPT-3 to generate sales personalization.

■ Node.js, AWS Lambda, Puppeteer, GPT3

### Tweet Keyword Analyzer

■ Extracts 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.

■ Node.js, AWS Lambda, Twitter API

### 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)

■ Node.js, AWS Lambda