Joe Randazzo
FULL STACK SOFTWARE ENGINEER

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Full Stack Software Developer with experience in Product, Partnerships, and Customer Success

Experienced in a wide range of skills, including:

LANGUAGES: Ruby, Javascript, SQL, HTML, CSS

FRAMEWORKS: Rails, React-Redux, Express, Node

DATABASES: PostgreSQL, SQLite3, MongoDB

TOOLS: AWS S3, GitHub, Jira, Trello, Confluence, Asana, Salesforce, G Suite, Outlook, Looker, PopSQL, Chat GPT

OTHER: Project/Stakeholder Management, Team Leadership, Strategic Communication, Data Analysis, Business Development

PROJECT EXPERIENCE

SOCIAL Q >> MongoDB/Mongoose, Express.js, Node.js, React-Redux   **GitHub** > **Live**
- Back end lead, developing models, controllers, and seeds in Mongo DB/Mongoose, Express.js, Node.js, and React-Redux, carefully formatting objects to be displayed with ease on the front end.
- Integrated application with Open AI through server-side API calls, enabling users to utilize generative AI for content creation while reducing client-side effort and burden.
- Implemented AWS S3 integration, storing multiple image/video files in back end and building controllers to return a single keyed object with object URLs, enabling front-end team to display media with ease.
- Worked as a group using Git feature branches to optimize workflows across the team and prevent merge conflicts throughout project completion.

EVENTBITE >> Ruby on Rails, React-Redux, PostgreSQL   **GitHub** > **Live**
- Built a clone of the Eventbrite web app with a Rails/PostgreSQL back end, enabling for create/read/update/delete functionality of users, events, orders, and likes.
- Utilized HTML and CSS in React-Redux front end, using recyclable components and best practices to ensure pixel-perfect likeness, including external fonts, sizing, color schemes, transition/dropdown hover effects.
- Utilized ActiveRecord associations in controllers and views to return all relevant records to the front end in order to minimize frequency of API fetches, enhancing efficiency and scalability.

LGBTQ+ RIGHTS AT A GLANCE >> HTML, CSS, Vanilla JS   **GitHub** > **Live**
- Used HTML, CSS, Vanilla JS, and fetch to Human Rights Campaign API to create a map that dynamically and programmatically shows color-coded scores of each US state on 11 distinct LGBTQ+ rights issues.
- Used D3 library, pulling in fetch data to render bar charts of a state's scores on each individual issue, upon click of any state in the map.

WORK EXPERIENCE

TECHNICAL

ENGINE BY MONEYLION >> New York, NY

Senior Partner Manager   **Nov 2022 – May 2023**
- Advised primary strategic accounts with both demand-side and supply-side integrations to foster holistic platform-wide view of partner relationships and maximization of market share during fintech market contraction. Responsible for $1.6M in monthly revenue.

- Trained 8 new Partner Solutions hires, managing 2 Yield Analysts on key role responsibilities including funnel metrics/data analysis, and created 8 training videos and 5 Confluence pages to perpetuate organizational knowledge.

Associate Product Manager   **May 2022 – Nov 2022**
- Led onboarding of 7 new partners through vetting API specs and overseeing integration from start to finish, resulting in incremental $280K monthly revenue.
- Led a project to substantiate "pre-approved" claims on partner loan offers, liaising with legal and engineering teams and tracking in a Jira epic, to ensure compliance and mitigate legal risk.
- Assisted product leads on new client data products including conversion rate and benchmark reporting, testing/validating software and leading partner demos, allowing for implementation of incremental 10% platform fees.

Partner Manager   **Dec 2020 – May 2022**
- Primary point of contact with enterprise financial institution partners, analyzing past performance and network trends, and delivering strategic recommendations to grow business. Responsible for $2.6M in monthly revenue (including an incremental $120K in product expansions and upsells).

MADISON LOGIC >> *Customer Success Manager >* New York, NY   **Aug 2019 – Dec 2020**
- Owned client relationships during both pre- and post-sales, designing strategic solutions in account-based marketing and programmatic advertising for top enterprise clients. Achieved campaign success resulting in ~$4 million in annual renewals/upsells.
- Crafted and recommended API-based solutions and educated customers as technical authority to ensure understanding of Domo-based data visualization/reporting platforms.
- Analyzed customer data and reported to clients on ROI, highlighting end-to-end campaign success.
- Discovered and aggregated customer feedback, both to guide product roadmap and to report on health of customer accounts.

OTHER

BIG APPLE REC SPORTS >> *Vice Commissioner >* New York, NY   **Aug 2021 –**
- Manage a board of 25 members, overseeing transformation of the league from 5 to 9 discrete offerings with over 1,000 participants across 3 sports, including pioneering the first generation of leagues exclusively for the Women, Trans, and Non-Binary community.
- Build relationships with sponsors and other community partners to cement BARS' strong reputation in the NYC queer community.
- Centralize and organize org documentation in Google Suite and tech stack (SquareSpace and League Lobster).

RESTAURANT/HOSPITALITY EXPERIENCE >> *Server, Bartender > Multiple Locations*   **Jun 2006 – May 2019**
- 13 years' experience across casual to fine dining mastering interpersonal/communication skills, process innovation, and self-deployment to meet urgent deadlines with finesse.
- Fostered long-term relationships with repeat customers, learning customer preferences to upsell and enhance the fine dining experience.
- Often served as line expediter in fast-paced environments, ensuring effective communication across teams and prompt logistical delivery of over 1000 meals per shift.

EDUCATION

APP ACADEMY >> *Full Stack Web Development >* New York, NY   **Completed August 2023**

MONASH UNIVERSITY >> *Master of Business in Project Management >* Melbourne, Australia   **Graduated 2018**

UCLA >> *Bachelor of Arts in Linguistics (Minor in Japanese) >* Los Angeles, CA   **Graduated 2009**