

# John Robinson

## Software Engineer | Technology Strategist

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### Experience

Senior Software Engineer, Tech Lead

Jun. 2022 - Present

**Canoo** - Torrance, CA

- Developed Generative AI vehicle-connected web applications for clients such as Walmart and USPS, extending our transactional product offering into a cloud-based Software as a Service (SaaS) subscription model.
- Architected and delivered an immersive 3D virtual showroom; a highly effective online marketing tool for customers to explore our electric vehicles, enhancing customer engagement and brand visibility.
- Led technical development of a mobile app successfully delivered to the US Military, facilitating the trial of our product which expanded interest and adaptation into a new market.

Full-Stack Software Engineer

Feb. 2019 - Jun. 2022

**P.C. Richard & Son** - Farmingdale, NY

- Developed our business-critical secure mobile payment system during COVID-19, enabling rapid company recovery; rehired >1000 furloughed sales personnel within days, and generated additional revenue of \$65 million from March through July 2020.
- Created a software framework to build suites of custom internal tools, revolutionizing how internal business is done.
- Organized interdepartmental meetings to identify inefficiencies; identified a wholesale quoting inefficiency in the use of bloated spreadsheets, then built custom intelligent quoting software reducing this process from weeks to hours.

President

Apr. 2019 - Jun. 2022

**Long Island Systems User Group** - Westbury, NY

- Led a 13-person board, hosting industry speakers on IBM topics, networking and sharing throughout the community.
- Delivered technical and non-technical presentations to audiences of 30-50.

Founder, Chief Technology Officer

Sep. 2017 - May. 2019

**ArkAngel** - Rochester, NY

- Founded a startup through SUNY Geneseo's VentureWorks program aimed at providing a hazardous material management system.
- Implemented lean startup principles with a focus on exploring customer segments and building around a pain point.
- Regional finalist for the New York Business Plan Competition in 2018, then secured a grant through the National Science Foundation.

### Education

B.A. Physics, B.A. Mathematics

State University of New York at Geneseo

Graduated Magna Cum Laude

GPA: 3.76 | 3.97 Mathematics | 3.73 Physics

VentureWorks Entrepreneurship Program

ΣΠΣ Honor Society, Dean's List, Physics Club President

### Skills

+ Product and Engineering Management

+ Generative AI + Search Engine Optimization

+ Cloud Technology Implementation

+ Website Analytics + Lean Startup Principles

+ Digital Marketing Experiences