Jeffrey A. Kayzerman

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Professional Summary

Dynamic Sales, Solutions and Software Engineer with over a decade of experience delivering innovative, customer-centric solutions in complex environments. Brings strong ability to bridge technical knowledge and business requirements. Demonstrated success in driving revenue growth and fostering long-term client relationships.

Experience

Senior Software Engineer | Angi *New York City, NY | March 2022 – Present*

- **Led full-stack development** of customer-facing applications, leveraging **React.js**, **Vue.js**, **typescript**, **Java and Kotlin-based cloud-native APIs** to build a user profile and personalization service
- Built an event streaming platform leveraging **Kafka** and **Flink** to compute user preferences
- Wrote **SQL** queries against **Oracle**, **Postgres** and **Snowflake** to perform data maintenance, debug issues and run reports
- **Optimized application performance** using **Grafana (Loki, Prometheus, Tempo),** improving operational efficiency by **20%.**
- Managed sprint planning, mentoring junior engineers and fostering an environment of collaboration and continuous improvement.
- Packaged and deployed applications with **Docker** and **Kubernetes**

Senior Software Engineer | Marotta Controls *Boonton, NJ | June 2020 - March 2022*

- Spearheaded CI/CD pipeline development in **Jenkins**, streamlining deployments and reducing release cycles by **15%.**
- Developed a new modular control actuation system in **embedded c** isolating hardware interface to allow for off-target unit testing of control logic
- Created on-target unit testing framework for accurate timing of function execution on hardware

Senior Sales and Solutions Engineer | xOverTime Inc. *San Francisco, CA | October 2015 – June 2020*

- **Generated 35% YOY revenue growth** by delivering tailored solutions and pre-sales demonstrations that addressed key client pain points across industries, including financial services, utilities, and chemicals.
- Established long-term relationships with key clients, becoming a trusted technical advisor and fostering new business through **ongoing consultation** and support.
- Developed **proof-of-concept (POC)** solutions to demonstrate feasibility and value, resulting in **several key account conversions** and strengthened client trust.
- Led **technical discovery sessions** to uncover client pain points and propose innovative solutions, improving the **time-to-value** of delivered systems.
- Created **PowerBI** dashboards for visualizations and drill down analysis

Application Developer | Goldman Sachs & Co., Merchant Banking *New York, NY | April 2014 – October 2015*

- Partnered with **6 Managing Directors** to understand business needs, developing and deploying solutions that automated P&L reporting through **NoSQL database** and custom scripting.
- Designed ETL pipelines and data warehouse infrastructure using **SQL and Slang (Goldman proprietary)** reducing manual reporting efforts by **40%.**
- Delivered executive-level dashboards using **Business Objects** and **QlikView**, providing real-time insights for senior stakeholders.

Education

Rensselaer Polytechnic Institute Troy, NY - **Major**: Bachelor of Science Mechanical Engineering May, 2012