

# Madison Lee

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## Education

**Columbia University — New York, NY**

**Sept 2020 - May 2023**

Bachelor of Arts, *Computer Science*

- Relevant Coursework: Artificial Intelligence, Databases, CS Theory, User Interface Design, Systems, Advanced Programming, Discrete Math, Linear Algebra, Calculus I-III, Financial Accounting

## Experience

**AI/MLOps Technical Specialist**

**January 2025 - Current | New York, NY**

IBM, Financial Services Market Southeast

- Collaborating with sales and technical teams to align AI-driven solutions with client needs, ensuring smooth adoption and integration into enterprise environments.
- Engaging in ongoing learning to stay ahead of AI/ML trends and IBM's evolving offerings, preparing to lead technical conversations and influence customer decision-making.

**AI Engineer**

**Sept 2023 - Current | New York, NY**

IBM, Financial Services Market Northeast

- Designed and developed AI pilot solutions for pre-sales opportunities targeting financial services clients using IBM products and custom Python code to showcase value and drive client adoption.
- Exceeded revenue targets by 23.2%, achieving 123.2% of quota and contributing \$25.8M in revenue, demonstrating strong sales enablement and AI-driven solution impact.
- Effectively communicated complex AI capabilities to both technical and non-technical stakeholders, influencing deal success and client decision-making.
- Collaborated with cross-functional teams to integrate solutions into client workflows, ensuring smooth deployment and business value, and resulting in enhanced client relations and long-term engagement.
- Graduated with top ranks and a leader at the IBM Global Sales school.

**Product Manager and Designer**

**Sept 2022 - May 2023 | New York, NY**

UpFront, Columbia Build Lab Startup

- Developed the UpFront application user interface in Figma, taking the product from ideation to production by incorporating user research, persona flows, and competitor analysis, resulting in a 75% increase in user interest during initial outreach.
- Collaborated with the founder, engineering team, and potential consumers to iteratively shape the product strategy, gathering insights and feedback to align the product vision with market needs.

**IBM Summit Intern**

**May 2022 - Aug 2022 | New York, NY**

IBM, Financial Services Market

- Utilized HubSpot, LinkedIn Sales Navigator, and other sales tools to create customized demos for Watson Assistant, Watson Discovery, and IBM Cloud Pak tailored to 13 financial accounts, driving a 32% increase in client engagement.
- Received top rankings in public speaking, leadership, and growth mindset for the final intern deliverable project, demonstrating strong communication and leadership abilities.

## Skills

Python, SQL (PostgreSQL), Git, Cloud (IBM), Javascript, Java, HTML/CSS