

# Marcelo Chaman Mallqui

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## EDUCATION

### Queen's University – Smith School of Business

*Bachelor of Commerce (Honours)*

Kingston, ON

*Class of 2026*

- **Academics:** Cumulative GPA: 4.13/4.30 | **Awards:** Canada's Top Student by Scotiabank (2022)
- **Relevant Courses:** Analytics and Artificial Intelligence for Business (A+), Intro to Computer Science II (A+), Discrete Math II (A+)
- Champion for **Digital Product Management Master Program**, working to bring Product to the undergrad level

### BrainStation – Product Management Bootcamp

August 2022

## TECHNICAL SKILLS

**Languages & Technologies:** Python, Javascript, Typescript, HTML/CSS, SQL, Postgres, AWS, Figma

**Frameworks:** React.js, Next.js, Node.js, Flask, Express.js, Tailwind CSS

## PROFESSIONAL EXPERIENCE

### CallSmart AI (Startup)

Toronto, ON (Remote)

*Software Engineering and Product Designer*

*April 2023-October 2023*

- Capturing up to ~\$100 000 in potential revenue annually for **4 dental practices** by increasing booking rate on potentially lost clients
- Led design & development of an **AI-based communication system** that capture patient appointment details & converts them into actionable tickets for office administrators through human-like text conversations
- Led **software design and development for analytics dashboard**, improving API call efficiency by 54%, substantially reducing unit costs

### Recalc Academy

San Francisco, CA (Remote)

*AI Research Analyst and Developer Intern*

*Summer 2023*

- Developed internal automation tools and systems using Python (Flask) & Zapier saving ~\$4k monthly in operational costs
- Led market research and **product analysis on 23 AI products**/solutions in the finance and data industry, presenting directly to CEO
- Implemented caching mechanisms to **minimize API calls by 30%, ensuring sub-3 second response time**

### Memoria AI

San Francisco, CA, and Toronto, ON (Remote)

*Co-Founder & Software Engineer*

*Summer 2023*

- Spearheaded the frontend development and product design of an AI-journaling tool that auto-transcribes voice-journals and enables users to interact with their journals through a chat interface using **Deepgram and OpenAI (GPT3.5)**
- Led data-driven product roadmap and marketing initiatives to achieve **880 users**

## EXTRACURRICULAR EXPERIENCE

### Canadian Undergraduate Conference on AI

Kingston, ON

*President*

*January 2023- March 2024*

- Spearheading a **3400 delegate, 2-day conference** featuring speakers and sponsors (**\$80K+** in funding) from industry-leading companies such as OpenAI, AWS, Cohere, RBC, Intel, IBM and Wealthsimple
- Leading **team of 12** across finance, marketing, sponsorships, logistics & sales portfolios to achieve **50% follower growth (YoY)** and **34% delegate application increase (YoY)** with a 50% smaller team

### QMIND, Student-Run AI Consultancy & Research

Kingston, ON

*Managing Director*

*January 2023- March 2024*

- Managed Canada's largest undergraduate AI organization with **250 members, 40 AI research, and applied AI consulting teams**, a tech editorial with over 2,600 hours of read time, and an AWS-backed product incubator
- Spearheaded product, marketing (**46% follower increase**), and finance (**\$100K+ budget**) portfolios
- Founded QMIND School of AI, 8-week summer program to democratize AI education for 170 enrolled students across Canada

### Queen's Case Competition Union

Kingston, ON

*Competitor*

*January 2023- Present*

- Selected as 1 of 20 from pool (from 2200 students) to represent Queen's University in national and international case competitions
- **Awards:** 3<sup>rd</sup> place at BI International Case Competition

### HeadStart Fellowship

USA (Remote)

*Head of Technology*

*September 2023- January 2024*

- Led tech mentorship at a 300-person fellowship with fellows from Uber, Google, Apple, Goldman Sachs, JP Morgan and more

## ADDITIONAL INFORMATION

- **Interests:** Peruvian Cuisine, Writing & Reading Essays, Fashion Design, Photography, Star Wars, Superheroes
- **Notable Projects:** (1) Scaled highly targeted social media platforms to 50k+ followers, selling \$22K+ in advertising placement to entertainment companies across Canada before exiting (2) Directed, designed, and produced marketing material for clients including Fuji Film, Adidas, Footlocker, Hennessy, StockX and Sleek (Y-Combinator) at 16