Marcelo Chaman Mallqui

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EDUCATION

Queen's University – Smith School of Business Kingston, ON
Bachelor of Commerce (Honours) *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

Tread Technologies Inc. Toronto, ON (Remote)
Incoming Associate Software Engineer *May 2024 - August 2024*
- First university student to be hired as a full-time employee instead of an intern

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 **5 dental practices** by increasing booking rate on potentially lost clients
- Led design & development of proof-of-concept **AI communication system** that captures patient appointment details through human-like text conversations and converts them into actionable tickets for office administrators, replacing receptionists
- Led software design and development for analytics dashboard, improving API call efficiency by 54% and 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

EXTRACURRICULAR EXPERIENCE

Canadian Undergraduate Conference on AI Kingston, ON
President *January 2023- March 2024*
- Spearheading a **340 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), **108,300 impression** and **34% delegate application increase** (YoY) with a 50% smaller team

QMIND, Student-Run AI Consultancy & AI 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, an AWS-backed product incubator
- 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 students (from 2200) to represent Queen's University in national and international case competitions
- **Awards:** 1st Intercollegiate Business Case Competition (Queen's), 3rd place at BI International Case Competition (Norway)

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

PROJECTS

QMIND Design Team Portal (Product Design Case Study): Digital gallery of AI research papers easily understood by non-technical readers
EasyRecipe (UX/UI Design Case Study): Gen-Z-focused mobile app simplifying cooking with intuitive recipe saving, organizing, and sharing

ADDITIONAL INFORMATION

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