

# Marcelo Chaman Mallqui

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## Education & Awards

- Honours Bachelors In Commerce | Queen's University** September 2022 – April 2026
- 4.11/4.3 GPA | **Coursework:** Intro to Computer Science I and II, Discrete Math I and II, Intro to Calculus
  - Champion for Digital Product Management Masters Program**, working to bring Product to the undergrad level
- Canada's Top Student by Scotiabank** November 2022
- Awarded 1st of 40 competitors**, recognized for Best Product Pitch for ML-powered saving recommendation feature on Scotiabank's personal banking app
- Product Management Certification | BrainStation** 2022

## Experience

- Software Engineer & Product Designer | CallSmart AI** April 2023 – October 2023  
Toronto, ON  
*Next.js, Typescript, Tailwind, Python, Postgres & Figma*
- Capturing up to ~\$100 000 in potential revenue annually for **4 dental practices** by increasing booking rate
  - 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
  - Designed and developed an **analytics dashboard minimizing API calls by 54%**, using Tremor UI library
- AI Research Analyst & Developer | Recalc Academy** June 2023 – August 2023  
San Francisco, CA  
*Python (Flask), Zapier*
- Developed internal automation tools and systems using Python (Flask) & Zapier **saving ~\$4k monthly**
  - Led market research and product analysis on AI solutions in the finance industry, **presenting directly to CEO**
- Founder & Full-Stack Software Engineer | EchoDMs** June 2023 – August 2023  
Toronto, ON  
*Next.js, Tailwind, Postgres, Python (Flask) & Slack*
- Designed and implemented a single-command Slack messaging tool used by **550 weekly active users** that allows businesses to send mass personalized DMs to **500+ users at once**
  - Implemented **caching mechanisms to minimize API calls by 30%**, ensuring **sub-3 second response time** and developed integrated testing plans
- Co-Founder & Software Engineer | Memoria AI ([memoria.live](http://memoria.live))** April 2023 – July 2023  
San Francisco, CA  
*React.js, Node.js, Tailwind, Postgres, Mixpanel & Figma*
- Spearheaded the **UI/UX design** and **frontend development** 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**
  - Led data-driven product roadmap and marketing initiatives to achieve **881 monthly active users**

## Leadership

- Managing Director | QMIND** February 2023 – Present
- Managing 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
  - Spearheading 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**.
  - Led team of 6 through the **UX/UI design & full-stack** development of our **AI project portal**, using agile methodologies, and UX design thinking processes
- President | Canadian Undergraduate Conference on AI** February 2023 – Present
- Spearheading a **320 delegate, 2-day conference** featuring speakers and sponsors (**\$70K+ in funding**) from industry-leading companies such as **Microsoft, Amazon, Cohere, RBC, Accenture, and Deloitte**
- International Consulting Competitor | QCCU** February 2023 – Present
- 1 of 20 competitors** (from 2200 students) representing Queen's University at **international consulting competitions**
- Head of Technology | HeadStart Fellowship** September 2023 – Present
- Leading tech mentorship at a **300 person fellowship** with fellows from Uber, Google, Goldman Sachs and more

## Skills & Interest

**Technical Skills:** React.js, Next.js, Node.js, Python, Postgres, HTML/CSS, Tailwind CSS, SQL, Figma  
**Hackathons, Conferences & Programs:** Y-Combinator Start-Up School, QHACKS, Hack the 6ix  
**Interests:** Learning Product & Design, Writing & Reading Essays, Star Wars, Superheroes, Fashion Design