

# Marcelo Chaman Mallqui

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## Education & Awards

**Queen's University | Honours Bachelor of Commerce and Computer Science** Sept 2022 – April 2026

- 3.85/4.00 GPA | **Coursework:** Intro to Computer Science I and II, Discrete Math I and II, Calculus I
- **Champion for Digital Product Management Masters Program**, working to bring Product to the undergrad level

**Canada's Top Student by Scotiabank**

2022

**Product Management Certification by BrainStation**

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

**Software Engineer & Product Designer | CallSmart AI**

April 2023 – October 2023

*Next.js, Typescript, Tailwind, Python, Postgres & Figma*

Toronto, ON

- 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

*Python (Flask), Zapier*

San Francisco, CA

- 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**

**Co-Founder & Software Engineer | Memoria AI**

April 2023 – July 2023

*React.js, Node.js, Tailwind, Postgres, Mixpanel & Figma*

San Francisco, CA

- 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**
- Led data-driven product roadmap and marketing initiatives to achieve **880 users**

**Founder & Full-Stack Software Engineer | EchoDMs**

June 2023 – August 2023

*Next.js, Tailwind, Postgres, Python (Flask) & Slack*

Toronto, ON

- 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

## Leadership and Extracurriculars

**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 **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

**International Competitor | Queen's Case Competition Union**

February 2023 – Present

- **1 of 20 competitors** (from 2200 students) representing Queen's University at **international case competitions**

**Managing Director | QMIND**

February 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**.
- 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

**Head of Technology | HeadStart Fellowship**

September 2023 – January 2024

- Leading tech mentorship at a **300 person fellowship** with fellows from Uber, Google, Goldman Sachs and more

## Additional Information

**Hackathons/Competitions & Programs:** Queen's Inter-Collegiate Business Competition (1st), inQubate Startup Pitch (1st), BI International Case Competition (3rd), Y-Combinator Start-Up School, QHACKS, Hack the 6ix

**Interests:** Peruvian Cuisine, Writing & Reading Essays, Fashion Design, Photography, Star Wars, Superheroes