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Melvin Zaid

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Github: melvinzaid1998

Education

| Santa Barbara | University of California, Santa Barbara | Sep 2017 | Jun 2021 |

- Bachelor of Arts in Global Economics.

| Santa Barbara | Santa Barbara City College | Jan 2022 | Present |

- Post-Graduate Coursework in Computer Science.

Employment

| Growth Engineer | FastSpring | May 2024 – Present |

- Built automation workflows with Python and Selenium, increasing lead generation efficiency by 40%.
- Developed data pipelines with SQL and Snowflake to provide real-time insights into customer behavior and revenue.
- Created a bot using OpenAI's API to automate outreach and scheduling, boosting conversion rates by 20%.

| Solutions Engineer | | Jan 2023 – May 2024 |

- Partnered with enterprise-level cross-functional teams to design and implement tailored FastSpring API solutions, optimizing workflows and addressing complex business needs for 20+ clients.
- Delivered detailed technical documentation and training, ensuring seamless integration and onboarding for large-scale enterprise deployments.
- Led pre-sales technical engagements, providing in-depth product demos and resolving client-specific challenges, driving 30% faster platform adoption.

| Data Analyst | | Feb 2022 – Jan 2023 |

- Conducted internal revenue analysis, providing insights that informed pricing strategies and increased closed-won deal rate by 15%.
- Utilized SQL and SnowFlake to analyze large datasets and generate actionable reports for cross-functional teams.

Projects

- **Wave** (https://github.com/kmahorker/WaveiOS) Co-developed an Android and iOS app aimed at enhancing event safety and accessibility for college students.
- **Triameter** Developed a LiDAR-based solution for creating accurate 3D home interior renditions using AutoCAD and LiDAR.

Technical Skills

- Languages: Java, Python, JavaScript (ES6+), HTML, CSS, C++, SQL
- Tools & Platforms: Git, Docker, Kubernetes, Snowflake, Jira, Atlassian, Webpack
- Databases: MySQL, PostgreSQL, MongoDB, Firebase
- Frameworks & Libraries: React, Node.js, Express.js, Bootstrap