

# Kyle Linnard Davis

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## EXPERIENCE

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### Serons LLC

*Full-Stack Developer*

- Backend design, plus frontend development for small and medium sized businesses
- Tools utilized: .NET Core, Python, Node.JS, Angular, AWS, MS SQL Sever, MongoDB
- Business operated during my personal time

**Durham, NC**

July 2019 – Present

### Zapata Technology

*Python Developer in AI*

- Responsible for documenting and debugging neural network intended for live stream interpretation and comprehension
- Short term contract for a Government affiliate.
- Tools utilized: OpenCV, C++, Python, cuda toolkit, Neo4J

**Durham, NC**

May 2020 – June 2020

### Autodesk

*Financial Analyst*

- Managed and analyzed \$160M of fixed & variable expenses for the Global Sales team
- Performed ad hoc analyses for Finance Business Partners in order to manage business expenses within corporate policy guidelines
- Developed headcount analysis for 2 functional segments in order to drive strategic decisions and meet performance metrics

**San Francisco, CA**

Oct 2018 – April 2019

### BTR Capital Management

*Lead Trader*

- Head trader for asset management firm with \$800M Assets Under Management
- Assisted with back office operations around client service and account reconciliation

**San Francisco, CA**

Aug 2018 – Oct 2018

### BTIG

*Vice President, Equity Research*

- Participated in the due diligence process for multiple IPOs that BTIG co-managed or participated as a book-runner.
- Owned financial models and valuation data for 25+ public SaaS and software equities
- Forecasted cash flow on a quarterly basis for 25+ public SaaS and software equities
- Developed a strong 4 of financial statements for subscription software companies
- Utilized Peer Analysis and Discounted Cash Flow valuation methods
- Maintained industry comparables across application software, infrastructure software, security software and data infrastructure segments
- Tracked KPIs across our coverage universe and competitors for use with benchmarking and forecasting
- Authored reports to explain key business insights derived from industry contacts and publicly available data sources

**San Francisco, CA**

Aug 2017 – Aug 2018

### CG Capital

*Equity Research Analyst*

- Evaluated cash flow, balance sheets, and income statements of micro and small cap healthcare companies
- Utilized relative and intrinsic valuation methods
- Led marketing meetings with buy-side investors

**Atlanta, GA**

Mar 2016 – Aug 2017

### Balsa Consulting Group

*Advisory Consultant*

- Evaluated business plans for Balsa capital investments
- Forecasted cash flow for small and medium sized businesses

**Up. Marlboro, MD**

Sept 2015 - Feb 2016

### Cowen and Company

*Equity Research Associate*

- Evaluated enterprise software sector covering CRM, WDAY, SAP, INFA, TDC, HDP, QLIK, DATA, OPWR, DWCH.
- Constructed equity valuation models for cloud (SaaS, PaaS, IaaS), big data, mobile, and emerging technology companies
- Utilized software market understanding to analyze market performance potential
- Constructed and maintained financial models for valuation and potential financial performance – APIC, HUBS, IMPR, MKTO, NEWR, SHOP, VEEV, ZEN
- Attended industry summits to facilitate communication with potential partner companies or collaborate with partners – Spark Summit, Hadoop Summit, Tableau Online Road Show, Strata + Hadoop World, MarTech

**San Francisco, CA**

Dec 2014 – Sept 2015

### Hyla Soft USA

*IT Analyst*

- Established functional specifications from business requirements incorporating manufacturing practices
- Analyzed pharmaceutical manufacturing processes to identify inefficiencies, improve output and maximize potential cost savings

**Covington, GA**

June 2014 – Dec 2014

**Adarza Biosystems** (<https://www.balsa.org/>)

**St. Louis, MO**

#### *Market Strategy Consultant*

May 2013 – May 2014

- Evaluated key competitors to develop market entry strategies to optimize company performance
- Investigated competitors' technology and constructed SWOT analyses to perform sensitivity analyses

#### **Washington University in St. Louis**

**St. Louis, MO**

#### *Graduate Research Student*

Aug 2011 – May 2013

- Investigated therapeutic uses of exosomes in-vivo and in-vitro as drug delivery vesicles
- Designed and executed independent studies, including cardiovascular endothelial cell vascular cell adhesion protein 1 (VCAM-1) upregulation for exosome isolation and therapeutic and diagnostic uses of VCAM-1 upregulated exosomes.

#### **International Business Machines (IBM)**

**Raleigh, NC**

#### *Signal Quality Engineering Intern*

Nov 2009 – July 2011

- Executed signal integrity testing on multiple channeled memory in the development phase through use of various Cadence tools
- Performed integrated circuit analysis and validation

#### *Test Engineering Intern*

Aug 2007 – Nov 2009

- Performed software and hardware testing on multi-processor servers during development
- Performed root cause analysis and implemented process improvements for various hardware and software issues

#### *Electro-Magnetic Compatibility (EMC) Intern*

May 2007 – Aug 2007

- Assisted in developing solutions for EMC related issues in a functional testing environment

### **COMPLETED EDUCATION**

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#### **Washington University in St. Louis**

**St. Louis, MO**

*Master's in science (M.S.), Biomedical Engineering*

May 2013

#### **North Carolina State University**

**Raleigh, NC**

*Bachelor of Science (B.S.), Electrical Engineering*

May 2011

### **ADDITIONAL INFORMATION**

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- **Software Experience:** MS Office, Python 3, R, C/C++, Matlab, Java, Javascript, .NET Core, Angular 8, Docker, Supervised/Unsupervised Learning, ML/Data Mining/NLP/AI: (Keras, Scikit-Learn, TensorFlow, PyTorch, NLTK, Gensim, spaCy, scrapy), Software Defined Radio – GNURadio, MySQL, PostgreSQL, MS SQL, SQLite, NoSQL (MongoDB), Unix/Linux (CentOS, Ubuntu, RHEL), bash, CI/CD (Ansible, selenium, git)

### **PERSONAL SOFTWARE PROJECTS**

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#### **E-commerce Web Scraping:**

- API or web automation driven meta data scraper of popular e-commerce platforms  
Technologies: Python, scrapy, selenium, NodeJs, puppeteer, Flask, MongoDB

#### **Sentiment Analysis of E-commerce Reviews:**

- ML pipeline to perform aggregate sentiment analysis of reviews scrapped from e-commerce platforms  
Technologies: Python, TensorFlow, spaCy, NLTK

#### **Bioelectricity Modeling:**

- Biological modeling of neuron action potentials under normal conditions, with a stimulus or chemical block.  
Technologies: Python, Matlab

#### **Analog & Digital Controls Modeling:**

- Designed and implemented a simplified controls system for a 7<sup>th</sup> order analog and digital satellite system.  
Technologies: Python

#### **Digital HDMI Switch:**

- Designed and developed a digital HDMI switch, powered by a micro-controller (non-relay) and controlled by a webapp for NetCentrics Corporation
- NetCentrics wanted the product developed to allow parents the control over children's time watching TV and/or playing video games  
Technologies: C, Java, JavaScript, PCB design

#### **Brick-Breaker Game:**

- Developed brick-breaker software game with multifunctional bricks and variable paddle based on game conditions.
- Game was designed to get more difficult as the player was more successful.  
Technologies: Java

#### **Diagnostic Cuff:**

- Engineered biomedical solutions, such as a heart rate monitor and blood pressure cuff to perform diagnostic applications, using a PIC based microprocessor.
- Technologies: Pic-C microcontroller, C, Python, blood-pressure sensors/transducers, heart rate sensor/transducers.

#### **Remote-controlled rover:**

- Combined two RC-rovers: one for its accelerometer protocol, the other for its wireless control protocol.
- Proof of concept was successful; project was exploratory in nature and based around microcontroller architecture and functionality.  
Technologies: C, Python.