# Stefan Stapinski

📧 StefanStapinski@gmail.com      ☎ (408) 693-1760

**I'm a Systems Architect + Product Manager + Engineer**. "We can do Anything, that we want to do"

**Interview My AI** at divergent-thinkers.com/stefan

| Toolbox |
| --- |
| Self-taught majority of items – the willingness to learn has no bounds |
| |
| *Python * LLM Models *SharepointAPI *FastAPI *SalesforceAPI *Machine-Learning *NPL *RAG *Kubernetes *Docker *React, *Javascript, *Node.js * WebScraping-Selenium *Django *SQL |
| |
| *Master-Excel *VBA *Salesforce *NetSuite *JIRA *Looker *Tableau *606 Revenue Recognition *Accounting *Revenue Forecasting *Journal Entries, *Order-To-Cash *Audit *Systems-Architect |

**Roku Inc. –** Senior Manager Ad Revenue Operations – New York, NY                    2021 - **PRESENT**

- **Highlight Accomplishment→ I've built 3 internal platforms**, and I've been credited for saving the jobs of my team due to the efficiencies of the platforms. We had 3 companywide layoffs and my team was **un-touched : )**
- **Latest Project→** Collaborated with internal Gen-AI team, created knowledge vectors stores, built an internal confluence AI-agent
- Dev/Built Ad Revenue Platform: Oversaw 1 Product Manager and 8 Engineers → **1M/yr savings** vs using 3rd party
- Dev/Built Publisher Revenue Share System: Managed 4 Engineers →  **1M/yr savings for 4 years** + 200k/yr asavings

**Roku Inc. –** Ad Revenue Operations Manager – Los Gatos, CA                    2018 – 2021

- Built 605 Revenue Recognition Model: Model efficiency reduced manual calculations & setup time by 25hrs/month, per Analyst.
- Built data tables in model and queried all data: Reduced month end reconciliation time by 30 hrs/month, per Manager.
- Automated campaign creations using power query, Python: Reduced manual user inputs saving 20hrs/month, per Analyst.

**Roku Inc. –** Revenue Analyst – Los Gatos, CA                    2016 – 2018

- Improved Excel Ad Revenue Models Efficiencies saving 20hrs/month, per Analyst.
- Lead systems development team with 3rd party integrations, as well as internal platforms.

**Daily.Jobs –** Software Engineer – San Jose, CA                    2017 – 2020

- Developed natural processing language machine learning model using Gensim Library Word2Vec, NPL
- Scraped web data using Selenium & Python building up both structural and non-structural databases.

**Rocketfuel Inc. –** Revenue Analyst – Redwood City, CA                    2014 – 2016

- Product Managed engineers developing revenue metrics for internal/external platform users.
- Examined SaaS contracts to confirm terms are met in accordance with SOX compliance and forecast revenue.
- Developed tracking platform and communication channels which decreased invoicing cycle by 34%.

**EverView –** Financial Analyst – Monterey, CA                    2013 – 2014

- Analyzed company history alongside current market leaders to forecast revenue/costs.
- Created and presented revenue analysis for management to guide product investment.

**Peach's Restaurant –** Operations Manager – North Conway, NH                    2013 –  2013

- Managed 10 employees fostering relationships and mediating conflicts
- Accounting: cash & credit reconciliation, AR/AP, pre-tax calculations, tax preparation

**Bank of New York Mellon –** Derivatives Operations Specialist – Pittsburgh, PA                    2012 – 2012

*Investments Company providing wealth management and investment services*

- Processed and settled active derivative securities by acting as the custodian for Investment Advisors
- Independently reviewed trading transactions, reconciled accounts, currency conversions, & cash settlements

## Education

- Duquesne University – 2011
  - Bachelor Of Science In Business Finance
- ICN School Of Business in Nancy Metz, France

- **StackOverFlow – I know how to Google/GPT**
- **Code Academy**: (Python, Ruby)
- **edX**: (Computer Science-CS50x3, Engineering)

- **Adobe Services:** Provide meals for the homeless shelter every 1st Saturday of the month
- **Stand Up for Kids:** Administrative & organizational support (distribution of clothes, meals, etc.)
- **Rocketfuel Gives Back:** Participate in various company functions (10k Meals, Homeless Shelter, Breast Cancer Fund Raising)

**Community Leadership**