



# Sean Scott

## Product Manager | EME Hive

I began my career in marketing and moved into sales and then into software engineering. After developing two of my own apps I discovered that working on the product was where my passion lied. There were many aspects to being a founder/CEO that felt secondary to what I woke up excited to do each morning. I love working with teams to develop the product through the lens of business, engineering & design as it aligns perfectly with my experience. I do love my current position, but they're in the midst of layoffs and the future is just uncertain.

## Education

09/2022

Startup Incubator (For Proxii)

Berkeley SkyDeck (1.5% acceptance)

09/2020

Full Stack Web Development

App Academy

05/2015

Bachelors in Environmental

Economics and Policy

University of California, Berkeley

Outside Courses

Seth Godin on Presenting to Persuade

(Udemy)

'Build Responsive Real-World

Websites with HTML & CSS'

(Udemy)

JavaScript 30 - Build 30 things in 30

days with JavaScript

## Websites

[Proxii](#)

[LinkedIn](#)

[Dev Portfolio](#)

[GitHub](#)

## Expertise

- Pipeline management
- Product
- Cold & warm outreach
- Customer relations
- Sales
- Software engineering
- Team management
- Digital & event marketing

## Contact

Phone

510-409-2303

Email

seanpscott6@gmail.com

Located

Austin, Texas

## Experience

09/2022 - Present

EME Hive | Product Manager

- Organize, develop & manage the product roadmap.
- Manage & guide the work of 1 designer, 1 product associate & 7 engineers.
- Coordinate the release of new features weekly for Android & iOS.
- Create new feature specifications that align with the companies quarterly & yearly goals.
- Curate the weekly sprint and associated Jira tickets for every team member.
- Ideated & Implemented a new signup flow that improved user registration by 25%.

09/2020 - 09/2022

Proxii | Co-Founder & CEO

- Created & launched a proximity-based dating app on iOS & Android that achieved 10,000+ downloads & 4,000+ active users, with 10% of the UC Berkeley student population captured.
- Hired & Managed a team of 6 software engineers, 1 designer, 1 marketing manager, and over 20 brand ambassadors for the app.
- Pitched thousands of people in person through organized guerrilla marketing efforts.
- Created and organized partnerships with over 30 events & venues in the Bay Area through cold outreach.
- Raised \$110,000 in pre-seed capital from 4 investors.

05/2019 - 05/2020

Parakeet | Founder & CEO

- Created an iPhone app for sharing memories.
- A/B tested different UX focused designs.
- Directed and managed 1 iOS engineer and 1 backend engineer to bring the idea to life.

02/2019 - 05/2019

Udemy | Senior Sales Development Representative

- Promoted to work with colder leads with a focus on more outbound sales.

09/2017 - 02/2019

Udemy | Sales Development Representative

- Strategically managed inbound leads in order to deliver qualified opportunities to Account Managers.
- Consistently exceeded quota every month and always striving to improve (122% of quota on average).

## Software Skills

Product/Design/Business:

- Jira, Amplitude, Elastic, Posthog, Figma, Notion, Github, VS Code, Slack, MS Office Suite, Salesforce, Salesloft, LinkedIn, Google AdWords, G-Suite, Outreach

Software engineering:

- React.js, Redux, JavaScript, TypeScript, Chakra UI, D3, HTML, CSS, MongoDB, jQuery, SQL, Babel, Webpack, Canva, PostgreSQL, Node.js, Express.js, Ruby on Rails, AWS S3