# Tanner Hallman

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## Summary

Key Accomplishments:
Cofounded, built, and helped lead a B2B2C SaaS product in real estate software from 0 to ~$500k ARR, hundreds of customers, and a combined ~$1 million in seed funding

About Me:
With a fervent passion for technology and innovation, I have carved a niche for myself in native mobile app development, immersive web app experiences, and intricate backend application constructions. My journey includes co-founding and building 'Coworks' - a groundbreaking SaaS product tailored for coworking spaces. Under my leadership, Coworks transcended from a mere idea to a venture boasting an ARR of ~500k, hundreds of loyal customers, and an impressive ~$1 million seed funding.

My hands-on experience spans across creating a React.JS dashboard, developing a complex backend using Ruby on Rails, and launching two native mobile apps with a keen vision of transitioning to a unified cross-platform React Native application. Further, I have spearheaded real-time booking systems and managed a diverse team of engineers, ensuring the seamless operation of our products.

My unique skillset doesn't just end at technical prowess. It's complemented by roles like DevOps Engineer, Product Manager, Sprint/Scrum Manager, and Developer Experience (DX) Manager. At each step, I've prioritized continuous learning, not fearing failures but embracing them as stepping stones to success.

As I continue my professional journey, I remain committed to further enhancing my knowledge and skills. My experience scaling up a SaaS application from the ground up has armed me with unique insights and abilities. I am excited to foster collaborations, explore new horizons, and contribute to transformative tech solutions.

## Experience

### Co-founder & CTO

Coworks

Jun 2017 - Present (6 years 4 months)
- Cofounded, built, and helped lead a B2B2C SaaS product in real estate software from 0 to ~500k ARR, 100s of customers, and a combined ~$1 million in seed funding
- Responsible for a suite of products including a dashboard, a Ruby on Rails api, two native mobile apps (iOS and Android) with a focus towards migrating to a single cross-platform React Native app, and a real-time booking NodeJS server powering conference room & front-desk tablet software using a Postgres SQL database. Used the latest and best practices for technologies like ReactJS Hooks, Redux, GraphQL, Apollo, NodeJS, ExpressJS, Socket.io, TailwindCSS, Prisma, and led several POC apps using serverless fns (lambas and vercel), NestJS, NodeJS microservices and Redis. Used Stripe, Google Cal, Twilio, SendGrid, and more. Also built and implemented a design system.
- Acted as a CTO, Team Lead & Manager of a group of engineers in various technologies

- Acted as a DevOps Engineer responsible for maintenance of the entire ecosystem of products including automated test & continuous integration pipelines, real-time incident management, & longterm maintenance and upgrades of the platform including containerized apps with Docker.
- Acted as a Product Manager building pipelines for collection, analyzing, and acting on customer feedback and facilitating the organization of customer feedback, formation into product roadmaps, and ensuring that the customer voice is heard while providing consistent product updates to the customers.
- Acted as a Sprint/Scrum Manager running all sprint meetings, planning, and organization of internal and external feedback to push the product forward as fast and as safe as possible.
- Acted as a Developer Experience (DX) Manager implementing improvements in internal technology, processes, and communication mechanisms that support happy and healthy engineers
- Acted as an Automation Engineer setting up automation across the company that helps drive marketing, sales, and internal processes

### Cohort Member '19
Techstars
Jul 2019 - Oct 2019 (4 months)
- Techstars is startup accelerator of global prestige where Coworks received its first injection of capital (after 3 years of bootstrapping)
- Worked with many investors, product wizards, and other startup Founders to transform our business into a well oiled machine
- Attended countless startup and founder based workshops while maintaining a fully functioning business

### Chief Technology Officer
Lithios
Dec 2018 - Jul 2019 (8 months)
- Led a team of engineers to build software products and interfaces for local and national business including companies like Cree and Draft Kings
- Planned and executed on technical decisions including supported company programming languages
- Managed, built, and supported an "internal product" (Coworks) while balancing customer projects and ensuring proper resource allocation and delivery
- Acted as a technical manager for customers including proper planning, scoping, and project management for parallel products
- Led the company to grow significantly in revenue and size
- Built production level applications using these technologies: ReactJS, Ruby on Rails, NodeJS, React Native, Android, and iOS applications

### Lead Software Development Engineer
Lithios
Jun 2017 - Dec 2018 (1 year 7 months)

### Technical Analyst - Disaster Recovery Coordinator for Enterprise Messaging Infrastructure
Credit Suisse
Apr 2016 - Jul 2017 (1 year 4 months)
- Planned disaster recovery procedures with enterprise engineers

- Performed planned disaster recover procedures to ensure that technical infrastructure would stay online given any production outages.
- Built an interface in JS to assist the engineers and non-technical management with a GUI to be able to build messaging queues more rapidly and accurately
- Analyzed and provided relevant performance data for several on-premisis platforms

### Information Technology Analyst
Credit Suisse

May 2015 - Aug 2015 (4 months)
- Planned disaster recovery procedures with enterprise engineers
- Performed planned disaster recover procedures to ensure that technical infrastructure would stay online given any production outages.
- Built an interface in JS to assist the engineers and non-technical management with a GUI to be able to build messaging queues more rapidly and accurately
- Analyzed and provided relevant performance data for several on-premisis platforms- Planned disaster recovery procedures with enterprise engineers - Performed planned disaster recover procedures to ensure that technical infrastructure would stay online given any production outages. - Built an interface in JS to assist the engineers and non-technical management with a GUI to be able to build messaging queues more rapidly and accurately - Analyzed and provided relevant performance data for several on-premisis platforms

### Business Development
Course Hero

Aug 2014 - Jan 2015 (6 months)
- Spread awareness among friends about our Knowledge Drive initiative, which is building a powerful academic resource for students, while assisting with donating books to children abroad through our partner charity Books for Africa.
- Utilize social media (Facebook, Twitter, etc.) to drive visibility on campus about what Course Hero is doing for education.
- Serve as a product and brand expert, showing customers the academic resources and technology that Course Hero provides.

### Associate Corporate Sales Representative
Citrix

May 2014 - Aug 2014 (4 months)
- Developing and applying an understanding of Citrix products, processes, and customer base using proactive and consultative sales techniques.
- Establishing relationships with new customers, while building leads for market expansion.
- Worked in Salesforce for forecasts and opportunity details

### Graphic Design Consultant
BedRock Software, LLC

Jul 2011 - Jun 2014 (3 years)

Using the most advanced vector graphics platforms, I constructed accurate models of very large and detailed rock-crushing machines. The models were used to monitor the machines and provide the teams with accurate representations.

## Education

**University of North Carolina Wilmington**

Bachelor of Business Administration (B.B.A.), Marketing; Computer Science

## Skills

Enterprise Architecture  •  Software Development  •  Scalable Vector Graphics (SVG)  •  Technology Leadership  •  Software as a Service (SaaS)  •  Product Development  •  Strategic Technology Planning  • DevOps  •  SQL  •  Android Development