

Kevin Lau

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EXPERIENCE

8VC Partners

Investment Associate & Product Manager (Special Projects)
Venture Capital Intern

San Francisco, California

May 2017 – Sep 2017

Jan 2015 – May 2015

- Worked directly with a Founding Partner to diligence and close 2 deals as part of [Joe Lonsdale's](#) tech investment team; focus on early stage fintech, consumer & enterprise software, health-tech, manufacturing, and retail [investments](#)
- Designed, researched, implemented, and tested consumer and enterprise software products with a small team
- Built and led a new internal marketing organization; designed strategic playbook for 8VC Fellowship Program

Sequoia Capital

Startup Scout & Student Ambassador

San Francisco, California

Jun 2015 – Apr 2017

- Advised Partners on investment strategy and analyzed industry [trends](#) for one of the [most successful VC firms ever](#)

Pearson Education

Board of Advisers, Student Member

Boston, Massachusetts

May 2016 – Apr 2017

- Worked directly with [executives](#) of world's [largest education company](#) on product strategy, design, and development

Athos (Health-Tech Wearables Startup)

Software Engineering Intern, [Social+Capital Fellow](#)

Redwood City, California

May 2016 – Aug 2016

- Built a [web platform](#) for coaches to assess athletic team performance using React.js (Redux, ES6), HTML/CSS, Flask, PostgreSQL, Selenium; currently used by 8 professional athletic facilities across North America
- Migrated deployment and testing infrastructure to Heroku, resulted in 8x increase in testing and deployment efficiency

Kindred (Artificial Intelligence Startup)

Software Engineering Intern

San Mateo, California

Sep 2015 – Dec 2015

- Conducted user studies to determine needs and understand product requirements to create prioritized feature set
- Designed and implemented the Kindred Artificial Intelligence web platform and API using React.js, Django, AWS

Brilliant (Ed-Tech Startup)

Data Science and Growth Marketing Intern

San Francisco, California

May 2014 – Aug 2014

- Identified key market segments and designed targeted growth experiments, increasing user acquisition by 150% and customer reactivation by 400%; also automated growth campaign creation, increasing engineering productivity 15%

PROJECTS

Contour

<http://github.com/thekevlau/ContourApp>

- Web product for users to find their clothing measurements using two selfies to improve online shopping experience

Millennial Mobile-App Usage Analysis

- Analyzed over 300 data points to extract insights for Sequoia Capital using Pandas (Anaconda-Python), Jupyter

LEADERSHIP

Hack the North

Co-Founder and Co-Chair

2014- 2016

- Built and scaled the most [influential](#), student-run, non-profit tech event (hackathon) in Canada with a team of 10
- Worked on strategic partnerships and structured deals with Y-Combinator partners and founders, Deans of multiple school faculties, VC partners from a variety of top firms, CEOs and founders of corporations and startups
 - Past speakers include billionaires [Vinod Khosla](#) and [Chamath Palihapitiya](#), [Sam Altman](#), and [PM Justin Trudeau](#)
- Designed & led a half million dollar sponsorship and marketing campaign, and managed a 50 person team

EDUCATION

University of Waterloo

Waterloo, Ontario, Canada

Systems Design Engineering ([Velocity Program for Student Entrepreneurs](#)) **Graduating Late 2017**

- Relevant Coursework: Human Factors Design, Hardware Design, Operating Systems (OS 161), Concurrent Programming, Network Architecture, Compilers, Big Data (Hadoop, Spark, SQL)