

Kevin Lau

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SKILLS

- **Languages:** Python, C++, SQL (MySQL, PostgreSQL, SQLite)
- **Web:** Flask, Django, JavaScript, HTML/CSS (Jade/Stylus), jQuery, React.js, Node.js
- **Business:** Management, Strategy, Research, Negotiation, Partnerships, Sales/Marketing
- **Software:** Git, MS Excel, Adobe Creative Suite, Sketch, Mixpanel, Customer.io, RelateIQ
- **Interested in Learning:** Infrastructure, Distributed Systems, Growth and Product Strategy

WORK EXPERIENCE

Software Engineer at Kindred AI (Stealth Startup) San Mateo, California • Sept. 2015 - Dec. 2015

- Designed and implemented the Kindred Artificial Intelligence web platform and API from scratch
- Planned and conducted user studies, made mocks and concept drawings, ran user walkthroughs
- Built With: React.js, Redux, Bootstrap, JavaScript, HTML/LESS, Flask, PostgreSQL, Sketch, Photoshop

Associate at Formation8 Partners LLC San Francisco, California • Jan. 2015 - May 2015

- Advised on investment strategy for 20+ startups for \$500MM+ Venture Fund on Joe Lonsdale's IT team
- Built strategic partnerships, led negotiations, pitches, and diligence with CEOs and engineering teams
- Performed ad-hoc tech consulting, and advised on marketing, growth strategy for portfolio companies

Data Scientist-Growth Strategy at Brilliant San Francisco, California • May 2014 - Aug. 2014

- Delivered 8x increase in reactivation pipeline efficiency using Python scripts, Amazon S3, SQLite
- Improved user acquisition by 150% and customer reactivation rates by 400%, on 800,000+ WAUs
- Designed experiments based on socio-demographic data analysis (Pandas, SQL) and market research

PROJECTS

Hack the North, Co-Founder and Co-Director • hackthenorth.com

- Founded and spearheaded the organizing of Canada's first massive, international scale hackathon
- Built strategic partnerships with YC, university faculty, VCs, startups, financial and tech companies
- Managed a 100+ person team in 3 layers of management and led a \$500,000 fundraising campaign
- Featured on CBC News, CTV Television News, TechVibes, Radio News, Vice (Motherboard), BetaKit

Trail, LAUNCH Hackathon 2015 • github.com/thekevlau/trail

- Curricula discovery web platform, allowing visibility into time allocation and resources used by an individual to learn a specific skill or gain knowledge around a given field
- Built With: HTML/CSS, JavaScript, React.js, Node.js, SQLAlchemy, PostgreSQL, Facebook API

dimdimsum, Personal Project • github.com/thekevlau/dimdimsum

- An implementation of the popular board/card game "Sushi Go", with a dim sum theme instead
- Built With: HTML/CSS, JavaScript, WebRTC, React.js, Redux, Flask, Socket.io, SQLAlchemy, SQLite

EDUCATION

Systems Design Engineering & Minor in Computer Science at University of Waterloo [Grad 2017]

- Member of the Velocity Residence for Entrepreneurs; admitted since freshman year
- School Representative for the Canadian Federation of Engineering Students National Congress, 2014
- Sequoia Capital Campus Ambassador for Waterloo; 1 of 14 selected from top North American colleges