

Steven Kneiser

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LINKS

[LinkedIn — stevenkneiser](#)

[GitHub — theshteves](#)

[DevPost — theshteves](#)

[HackerRank — theshteves](#)

SKILLS

Python • JavaScript • SQL

HTML • CSS • Sass / SCSS

C • C++ • C# • Bash / Shell

AWS • Git • Django • React

MERN • MongoDB • Express • Node.js

Unity / Unity3d • RegEx

Google ;)

EDUCATION

MICHIGAN STATE UNIVERSITY

BS, Computer Science

Minor, Game Design

Minor, Entrepreneurship & Innovation

Graduated May 2018

ELECTIVES

- Web App Development
- **Big Data** Analysis
- Machine Learning
- **Design** Thinking
- **Business**: The Art of Starting
- Interpersonal **Communication**
- Game Design Capstone (co-op)

HACKATHONS

MHacks IV • MHacks V

CodeDay: Detroit • SpartaHack 2015

HackIllinois 2015 • Hack The Planet

MHacks VI • Local Hack Day 2015

BoilerMake 2015 • WildHacks 2015

MHacks VII • SpartaHack 2016

Uncommon Hacks 2016 • GrizzHacks

2016 • HackMobile 2016 • MLH Prime

MHacks VIII • Local Hack Day 2016

SpartaHack 2017 • HackIllinois 2017

MHacks IX • HackXX 2017

HackMobile 2017 • MHacks: Nano

MHacks X • BoilerMake 2017

SpartaHack 2018 • losing track...

EXPERIENCE

TECHPOINTX SALES BOOTCAMP | SALES DEVELOPMENT REP

Summer 2019 | Indianapolis, IN

- Converted 1-in-6 conversations to demos in my first week
- Dialed the coldest leads for **3 micro-internships** at local B2B SaaS companies
- Booked 17 appointments across all 3 companies in my first month

YCOMBINATOR: STARTUP SCHOOL | FELLOW / "FOUNDER"

Fall 2018 | Remote

- Conducted 40+ user discovery interviews
- **Wrote updates weekly & discussed with various stakeholders**
- Practiced inbound marketing, managerial accounting, & growth hacking tactics

QUALCOMM | SOFTWARE ENGINEERING INTERN (2-TIME)

Summer 2016 & 2017 | San Diego, CA

- Crafted two Python tools to efficiently parse 10+ GB log files in under 10 seconds to aid the debugging of networking errors
- Reduced memory & bandwidth footprint of some 5G network packets by 40%
- Got comfortable refactoring **code across an utterly massive codebase**

AWARDS

2019 #2 sales rep (of 16)

2018 **1st Place**

2016 Best use of Giphy API

2015 Top 10

2015 Best use of Capital One API

2015 Best "Ride More" Hack

2014 Best UX

OneCause Sales Development

Global Startup Weekend Women, East Lansing

Giphy, Uncommon Hacks 2016

BoilerMake 2015

Capital One, MHacks VI

BMW Motorrad, Hack The Planet top prize

Goldman Sachs, MHacks IV

BMW MOTORRAD | HACKATHON WINNERS

Fall 2015 | Munich, Germany

- Developed web & mobile app to inspire more people to experience motorcycles
- **CEO & Head of Sales+Marketing flew us to Germany to hear our pitch**

RELEVANT

MSU GAME DEV | SOFTWARE LEAD

Fall 2016 – Fall 2018 | Michigan State University

- Led weekly agile sprints to re-prioritize based on play-testers' feedback
- **Shipped 5 products w/ 5-9 person teams** of artists & developers
- Communicated through Trello so art & dev teams were always aligned

SPARTAN HACKERS | PRESIDENT

Winter 2015 – Winter 2017 | Michigan State University

- Prepared 60+ weekly events on topics across Product Development
- Studied management to inspire, coach, support, & delegate w/ sensitivity
- **Inspired 12 students to rebuild dead board** & scaled to 32+ weekly active