Derek Wu

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Education

The University of Texas at Austin, May 2022
Areas of Study: Business Honors, Information Systems,
Computer Science, Philosophy
GPA: 3.70/4.00 • SAT: 1560/1600

Skills & Coursework

Skills: Python, JavaScript, HTML, CSS, React, React Native, SQL, Angular, Ionic, Svelte, Node.js, AWS Stack, Git, Puppeteer, Figma, Excel
Courses: Data Structures and Algorithms, Databases, Web Application Development, Machine Learning, IT Security, Accounting, Marketing

Work Experience

Dell Technologies - Technical Sales Analyst Intern • Austin, TX   June 2020 - July 2020
Worked in the edge computing team with a partner centric sales strategy to identify new sales opportunities and conduct market research
- Drove new sales and marketing initiatives by identifying 80+ existing partners within the division for potential look-alike sales plays
- Helped expand Dell's partner ecosystem by conducting due diligence on AI startups and identifying 30+ prospective partners
- Provided market visibility and analysis by covering and reporting on the annual developer conference of a crucial partner

The Office of United States Congressman Lloyd Doggett - General Intern • Austin, TX   January 2019 - May 2019
Worked in a multifaceted role by improving office efficiency, providing relevant information and analysis, and resolving constituent concerns
- Decreased congressional map creation time by over 92% by pioneering a new system of digitizing maps using ArcGis Online
- Contributed to future campaign efforts by evaluating Austin student geographic and demographic data using ArcGis Online
- Informed the congressman on the effects of recent population growth within his district by writing a comprehensive 12-page report
- Helped the congressman serve his community by resolving the phone calls and emails of 20+ constituents a day

The University of Texas Southwestern Medical Center - Software Engineering Intern • Dallas, TX   October 2017 - August 2018
Worked in the Enterprise Data team to develop Orbit On-the-Go, a mobile app that allows doctors to easily and securely view crucial data
- Developed the front-end for Orbit-On-the-Go with React Native, including the login, home, settings, and data dashboard screens
- Translated feature requests from doctors into the technical product specifications with help from the Chief Data Officer

Southwest Airlines - Supply Chain Management Intern • Dallas, TX   June 2017 - August 2017

Projects

LinkedIn Scraper   Summer 2020 - Present
A LinkedIn web scraper initially developed at Dell which generated over 2000+ sales leads and reduced lead generation time by 99%
- Developed basic UI for LinkedIn Scraper with Node.js to accept both LinkedIn search links and title, company, and industry filters
- Developed backend for LinkedIn Scraper with Puppeteer to automatically login in, search for specified profiles, and export to Excel
- Continued to maintain LinkedIn Scraper since leaving Dell with plans to continue development by rewriting the UI with Electron

UT Bulletin   Spring 2020 - Present
A website developed at the Texas Product Engineering Organization that easily connects UT startups and founders with on-campus talent
- Surveyed 20+ student entrepreneurs and Blackstone Launchpad employees to define the product specs and design for UT Bulletin
- Developed the front-end for UT Bulletin with React, including the login, signup, home, profile, listing, and detailed listing pages
- Set up front-end and back-end to securely authorize and authenticate users with AWS Lambda functions and JWT tokens

Qrdr   Summer 2019 - Present
A startup dedicated to making ordering at sit-down restaurants easier by creating a tableside QR-code ordering and payment web app
- Developed the front-end for Qrdr in Angular and Ionic, including the home, cart, detailed menu item, and order history pages

Leadership Experience

Texas Product Engineering Organization - Product Lead & Engineering Fellow   Spring 2020 - Present
UT's first organization that teaches students product/design/engineering through classes and community impact projects
- Created and led curriculum to teach new 20+ Product Fellows the key technical, business, and design skills for product
- Attended bi-weekly 2-hour meetings to learn the fundamentals of product management and advanced web development skills

Project RISE - Curriculum Director & Mentor   Fall 2019 - Present
501(c)(3) nonprofit empowering young people in low-resource communities to achieve success through entrepreneurship education
- Created case studies and curriculum to teach students the fundamentals of business that kept students interested and engaged
- Taught and coached 10 underrepresented local high school students on public speaking and basic business concepts
- Mentored a high school student on a one-one basis to develop a pitch deck, business plan, and marketing plan for her startup

Awards & Honors

- **Eagle Scout** - *Coordinated the efforts of 15+ volunteers to build and install 4 birdhouses for the city of Plano*
- **National Merit Scholar** - *Scored in top 0.5% on PSAT out of all high school students and received $2,000 scholarship*
- **2nd Place, McCombs Spring Case Competition** - *Presented case to DaVita executives on the infusion therapy market*

Additional Information

Languages: Conversational in Mandarin Chinese   **Work Eligibility:** Eligible to work in the U.S. with no restrictions
Interests: Cars, Science Fiction Novels and Television, One Pot Cooking, Film Scores, Hiking, Action and Strategy Video Games