Esteban David Espinoza

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Experience

Technical Sales Consultant II   **Mar 2025–Present**
Xfinity
- Added ~$8K avg. new monthly revenue from Internet, TV, Mobile, Smart Home, and Comcast Business services
- Delivered tailored consultations and solutions to ~180 customers per month, maintaining top spot in NPS metrics for Cambridge, MA district for three consecutive months
- Served as designated store Apple Expert, delivering product education, technical support, and seamless device activations and transfers for iPhone, iPad, and Apple Watch users

Software Developer   **Jan 2021–Oct 2024**
IBM
- Delivered TypeScript and Java microservices and integrations for IBM OpenPages SaaS offering, enhancing application performance, and improving security and compliance reporting accuracy by 20%
- Created full-stack React + MERN application tracking 80+ IBM OpenPages on-prem deployments, reducing build reporting time by 75%, automating a manual process and tripling feature-related code deliveries
- Introduced cloud native OpenSearch integration with Java, improving speed of data retrieval and insights by 45% across IBM OpenPages on-prem and SaaS products and IBM OpenPages on Cloud Pak 4 Data
- Served as Scrum Master for three major releases, coordinating a cross-functional team of 20+ developers, AI developers, and offering managers to deliver key OpenPages features and enhancements
- Mentored dozens of developers in self-service processes related to development environment setup, CI/CD, dependency management, security vulnerabilities, and third-party upgrades & integrations

Software Technical Lead   **Jul 2021–May 2022**
Generate Product Development (Academic/Part-Time)
- Delivered functional full-stack prototypes for five different early-stage startups based in Boston
- Hosted knowledge sharing sessions for MongoDB, Express, React, Node (MERN stack), and GraphQL
- Served as technical lead for two teams of 6-8 students each, overseeing feature development, system design, responsive design, technical writing, and code review
- Conducted over fifty behavioral and technical interviews for aspiring engineering and design candidates

Education

Northeastern University – Boston, MA   **Sept 2018–May 2022**
Khoury College of Computer Sciences
Bachelor of Science in Computer Science + Music Composition and Technology
Awards & Honors
- Northeastern National Hispanic Scholar

Coursework
Foundations of Software Engineering, Calculus I, II, and III, Object-Oriented Programming, Database Design, Algorithms & Data, Human-Computer Interaction, Artificial Intelligence

Projects

Metaversal
- Implemented a business intelligence application for Meta Quest to explore the future of immersive analytics
- Developed a containerized MERN back-end/API, integrating with Unity front-end and IBM Cloud Object Storage
- Received the IBM Jumpstart Developer Judges' Choice Award for 2022 for best project execution

Amadeus
- Created prototype for Amadeus, a React Native application for digital music composition aided by AI
- Trained Tensorflow model for Optical Music Recognition, recognizing 32 musical symbols with 86% accuracy
- Enabled pipeline for data collection and image processing, using API Gateway, AWS Lambda, and Amazon S3

Skills

Languages: TypeScript, JavaScript, Java, Python
Frameworks/Tools: React, React Native, Node.js, Express.js, OpenSearch, ElasticSearch, Amazon API Gateway, Amazon RDS, AWS Lambda, Amazon S3
Testing/Automation: Cypress, Selenium, Ansible, Pytest, Jest, Junit
Databases: MongoDB, DynamoDB, IBM Db2, Oracle
Infrastructure/DevOps: Travis CI, Docker, Kubernetes, AWS CloudFormation, Terraform
Other: Figma, Swagger, Postman, GitHub Projects, Jira