Marcelo Chaman Mallqui

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TECHNICAL SKILLS

Languages & Technologies: Python, JavaScript, TypeScript, SQL, PostgreSQL, AWS, Figma, Heroku, Git, HTML/CSS
Frameworks: React.js, Ruby on Rails, Next.js, Node.js, Flask, Express.js, Jest, Zod, Rspec, Tailwind CSS,

PROFESSIONAL EXPERIENCE

Tread Technologies Inc.   San Francisco, CA (Remote)
Software Engineer Intern   *May 2024 - August 2024*
– Developed full-stack web platform for a **$3M ARR Series A** transportation management SaaS company, reporting directly to CEO and VP of Engineering, working with a React (TypeScript) frontend and Ruby on Rails backend (Open API) with Postgres/Redis
– Implemented real-time location tracking enhancements (NextBillion, Mapbox), file attachments, admin security and user management features, and API optimizations, all with full test coverage (Rspec, Jest), consistently being a **top 3 contributor on weekly releases**
– Collaborated with VP Sales to implement features to close a **$40k annual contract** and earned praise from largest client **($250k annual contract)** for swift and complete feature delivery

Workman (Startup)   Atlanta, GA (Remote)
Co-founder   *May 2024 - August 2024*
– Leading full-stack development and design of an accounting automation tool for the construction industry that automates manual data entry from invoices into bookkeeping software (QuickBooks) with approval workflows using LLMs and OCR, achieving **$600 MRR**
– Used Next.js (Typescript), PostgreSQL and AWS to build platform with QuickBooks, Stripe, and Gmail integrations

CallSmart AI   Toronto, ON
Contract Software Engineering and Product Designer   *April 2023 - October 2023*
– Capturing up to **~$100 000** in revenue annually for **5 dental practices** by increasing conversion rate on otherwise lost clients
– Led the design & development of a communication system for dental clinics that automates missed call management by capturing appointment details through human-like text conversations, and converts details into actionable tickets for office administrators

Recalc Academy   Austin, TX (Remote)
AI Research Analyst and Developer Intern   *June 2023- August 2023*
– Developed internal automation tools and systems with Python (Flask) and Zapier that **saved ~$2k monthly** in operational costs
– Led market research and **product analysis on 23 AI products**/solutions in the finance and data industry and reported directly to the CEO

PROJECTS

Conference Management Platform (CUCAI)   Stripe, Next.js, Typescript, Tailwind CSS, Jest, PostgreSQL, Supabase, Figma
– Designed and developed a platform that facilitates full applicant journey from application to payment (Stripe) and hotel selection
– **Decreased time spent on administrative tasks by 85%** by enabling streamlining applicants, ticketing, and admission management

Memoria | AI Voice-Journaling Tool   React.js, Node.js, Express.js, GPT-3.5, Tailwind CSS, PostgreSQL, Heroku, Figma, Vercel
– Led frontend and design of a journaling tool that transcribes voice memos and enables users to query past entries through a chat interface
– Reached **880 users** in 12 weeks working in a team of 4 with 2 ex-Google PMs as a part of a competition funded by a16z and Y-Combinator

EXTRACURRICULAR EXPERIENCE

Canadian Undergraduate Conference on AI | Student-Run AI Conference   Kingston, ON
President   *January 2023- March 2024*
– Spearheaded a **340 delegate, 2-day conference** raising **$80K+** in funding, featuring speakers from industry-leading companies such as OpenAI, AWS, Cohere, RBC, Intel, IBM and Wealthsimple
– Led **team of 12** across finance, marketing, sponsorships & logistics portfolios to achieve **50% follower growth**, **108,300 online impressions, 34% delegate applicant increase and 20% revenue increase** with a 50% smaller team

QMIND | Student-Run AI Consultancy & AI Research   Kingston, ON
Co-President   *January 2023- March 2024*
– Managed Canada's largest undergraduate AI organization with **250 members, 40 AI research, and applied AI consulting teams,** a tech editorial with over 2,600 hours of read time, an AWS-backed product incubator, and speaker panels where I interviewed the COO of Shopify

EDUCATION

Queen's University – Smith School of Business   Kingston, ON
Bachelor of Commerce (Honours)   *Class of 2026*
– **Academics:** Cumulative GPA: 4.13/4.30 | **Awards:** Canada's Top Student by Scotiabank (2022)
– **Courses:** Analytics and Artificial Intelligence for Business (A+), Intro to Computer Science II (A+), Discrete Math II (A+)

ADDITIONAL INFORMATION

– Led mentorship at a 300-person fellowship with fellows from Uber, Google, Apple, Goldman Sachs, JP Morgan and more (2023-2024)
– Scaled highly targeted social media platforms to 50k followers, selling $22K in advertising placement to entertainment companies at 18 (2022)
– Designed, directed, and produced marketing material (photo/video) for Fujifilm, Footlocker, Adidas, Hennessey, and StockX projects at 17