

# Steven Kneiser

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**BS, Computer Science** (2018) - Michigan State University

Minor in Entrepreneurship & Innovation + Minor in Game Design

## Skills

- Data: **Python** (PyTorch, pandas, ...), **SQL**, PostgreSQL, MongoDB, Redis, GIS
- System: **Linux**, C++, C#, C, Bash, Git, Lisp, Unity
- Back-End: **Kubernetes**, **AWS**, Docker, Node.js, Django, MERN, REST, nginx
- Front-End: **JavaScript**, **React.js**, Typescript, HTML, CSS, SCSS,
- Non-technical: Excel, Google Analytics, Salesforce (APEX), Hubspot, GPT

## Experience

2021 - PRESENT: Remote

**S5K LLC** - *Independent Consultant*

- Personalized founder's investor outreach to **secure >\$1mm financing round**
- **Reduced >\$10k recurring costs** by automating data entry w/ Python web scraper
- Built compute cluster of 8 Raspberry Pi's to **deploy Kubernetes locally in my apartment**
- Saved sales rep 30 minutes a day by cloning their voice & intelligently automating emails
- Advise & prototype software in one-off projects for small businesses in my network

2016 - 2017: San Diego

**Qualcomm** - *Software Engineering Intern (2 summers)*

- Wrote Python scripts to **efficiently parse 10+ GB log files in <10 seconds**, to debug networking errors
- **Reduced memory & bandwidth footprint of some 5G network packets by 40%**
- Got comfortable refactoring code across a massive, shared codebase

2016 - 2018

**MSU Game Development** - *Software Lead*

- **Shipped 5 products w/ 5-9 person teams** of artists & developers
- Led weekly agile sprints to re-prioritize based on play-testers' feedback

2015 - 2017

**MSU Spartan Hackers** - *President*

- **Inspired 12 students to rebuild dead organization** & scaled to 32+ weekly active members
- Prepared 60+ weekly events on topics across Product Development
- **Mentored, volunteered, & competed at 30+ hackathons** across the country

## Relevant

2020: Indianapolis

**Kenzie Academy** - *Talent Research*

- Crafted "manager's favorite" dashboards for comparing rep productivity & automated reporting

2019: Indianapolis

**Techpoint: Technical Sales Bootcamp** - *Sales Development Rep*

- Converted 1-in-6 conversations to demos in first week
- **Booked 17 appointments across all 3 companies, in my 1st month ever selling**

## Awards

- 2019: #2 Sales Rep [of 16], OneCause Sales Development
- 2018: 1st Place, StartupWeekend Lansing
- 2015: **CEO of BMW Motorrad flew us to Germany to discuss our pitch**