Edwin Shao

eshao@eshao.es

28 Yee Wo Street #12B
Causeway Bay, Hong Kong
+1 (228) 222 4545

Startup w/ exit, SV experience;
Tech, marketing, data science -
Lead and build 10x teams.

SPEAKING ENGAGEMENTS
- Keynote at HK IE Big Data & Analytics Innovation Summit 2015 (Best Speaker Award)
- Keynote at HK Computerworld Big Data BA Conference 2015
- Speaker at SG Customer Exp Asia Summit 2015   (+6 more in 5 CCs)

CHIEF EXECUTIVE
Fundraising/IR	Exits/M&A
Leadership Dev	Team Cohesion
Vision/Strategy	Values/Culture

TALENT OPERATIONS
Recruiting/HH	Interview Struc.
Comp Structure	Career Ladders
HR Legal/Policy	Perf Mgmt

MACHINE LEARNING
Hadoop/Spark	SQL/NoSQL
Intl GIS/Parsing	Streaming Infra
Ruby/Py/Node	SML/OCaml

PRODUCT MANAGEMENT
CLV/Funnel Opt	Prog. Emails
Focus Groups	Creative/Copy
Go-to-Market	SEO/SEM

SOFTWARE ENGINEERING
Web/HTML/CSS	Mobile/Obj-C
FreeBSD/Jails	Ubuntu/Docker
Vagrant/Packer	Ansible/Puppet
HAProxy/nginx	Git/CircleCI

ACADEMIC
OpSys Design	Compilers
Nat Lang Proc	Algo Design
Marketing, Regression	(TA'd)
Microeconomics	(TA'd)
MIS and Applications	(TA'd)

OPEN SOURCE PROJECTS
- github.com/eshao/stationx
  nginx configuration files
- github.com/eshao/puppet
  Puppet modules
- labsproject.org
  Backups for huge datasets

Carnegie Mellon University · Pittsburgh, PA · Bachelor of Science
Double Major in Computer Science and Business Administration   3.7 of 4.0
Phillips Exeter Academy · Exeter, NH · High School
American Institute of CPAs · Chartered Global Management Accountant

WORK EXPERIENCE

Terminal 1 · Hong Kong, HK · Taipei, TW · Singapore, SG   2016 - Pres.
FOUNDER & CEO $ 4M rev,   20 FTEs
- Founded recruiting firm building automation/ML-enabled tools for recruiters.
- Earned $4m+ in revenue from 300+ clients (e.g. Amazon, CLP, GoGoVan, HSBC).
- Raised $2m in funding from investors, including institutional VCs.
- Set up offices and hired staff in multiple countries (HK, TW, SG).

CX Asia Miles · Hong Kong, HK   2014 - 2016
DATA SCIENCE HEAD $ 7M bdgt, 11 FTEs
- Creating the future where members eagerly anticipate every interaction with AML because each message and offer is bespoke and tailored to their needs.
- My team supervises the big data infrastructure (Hadoop, Spark, DWH) and creates models that predict member preferences, behavior, and business impact.

Kites · Hong Kong, HK   2012 - 2014
COFOUNDER & CTO $.5M bdgt, 8 FTEs
- Kites builds and maintains millions of data fields for over 100,000 POIs in Asia.
- Architected and built platform's core - a real time framework that aggregates, enriches, reconciles, and deploys location data.

LinkedIn · Mountain View, CA · London, UK · Paris, France   2011 - 2012
PRODUCT MANAGER / UNIVERSITY PRODUCTS $.4M bdgt, 2 FTEs
- Aligned to our University Products initiative. We're making LinkedIn the most valuable and relevant career tool for students and recent graduates.
- Managed consumer marketing with a focus on international expansion; projects in marketing, business operations, corp. development, product mgmt.
- Owned all age 18-25 email campaigns - brief to send.   10M vol/mo, 5+% CTR

Booz Allen Hamilton · Washington, DC   2010 - 2011
CONSULTANT / DIPLOMACY AND INTL. DEVELOPMENT
- Consulted and managed capture for multilateral development banks and orgs.
- Architected IT solution for $200M food security early warning system.
- Advised Congressional/Federal clients on standing-up $6B stimulus legislation, leading compliance team.   Resulted in $35M, 3-yr contract award

Development Solutions Organization · Washington, DC   2008 - 2011
FOUNDER & EXECUTIVE DIRECTOR $.1M bdgt, 20 PTEs
- DSO pairs professionals from top companies with top students from CMU/Stanford/GTown to consult on engagements for international development clients.   McK,Bain,Goog,Bwater   8% acceptance rate   501(c)3
- Served 10 non-profits w/ 20 consultants, 50 students, 10 board members.

Yahoo! · Sunnyvale, CA   2008
Y! BUZZ / FRONTDOORS TEAM
- Created iPhone, Blueprint applications for Y! Buzz.   10,000s PV/month
- Marketed and implemented My Y! module for Y! Buzz.   1,000s of installs
- Researched and wrote report on bandwidth-saving techniques for front page.

Google · Mountain View, CA   2007
ATM / PARTNER SOLUTIONS ORGANIZATION
- Discovered requirements and led software engineering for partner big data upload tool for Google Local and Maps.   1,600 hrs saved/year
  - "Aon rocks!! It has done the job fantastically!"
  - "I have just hit my OKR for Q3 in ONE NIGHT."
- Presented to end users and future maintainers.   30+ attendees/pres.