JULIAN CHUAN

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LANGUAGES & FRAMEWORKS

Java, JavaScript, Typescript, SQL, Python, React, Git, Node.js, Solidity, Ethers.js, Web3.js

TOOLS & TECHNOLOGIES

AWS, RESTful APIs, Salesforce, HubSpot, ZoomInfo, Adobe Creative Cloud Suite, Figma, Postman, Asana, GitHub CI/CD, LinkedIn Sales Navigator, Wallet Connect, 0auth, Immutable X Suite, Magic.link, Web3Auth, IPFS

PROFESSIONAL EXPERIENCE

ActiveDraft   **Atlanta**
Founding Solutions Engineer   Jan 24 - Mar 24

- Built and led the technical team, defining the tech stack and establishing development best practices, ensuring the successful delivery of the MVP and subsequent iterations.

- Developed and implemented sales strategies, leveraging cross-functional collaboration to enhance product messaging and tailor cutting-edge solutions to meet diverse client needs.

- Launched Active Academy, a comprehensive technical knowledge platform that elevated user adoption, simplified the onboarding journey, and nurtured a culture of continuous learning and innovation.

Immutable   **Remote**
Integration Engineer   Sep 22 - Dec 23

- Engineered a digital asset management strategy for Gamestop, enhancing user engagement by 25% and market value through advanced asset integration techniques and API optimizations.

- Pioneered Web3 integration for ESL Gaming, increasing user engagement by 30%, transactional volume by 35%, and revenue by 40% through seamless integration of Wallets, Assets, and Marketplace infrastructures using bespoke SDKs.

- Optimized integration processes, implementing automation and streamlined workflows that reduced integration time by 20% and improved overall system performance.

ZenLedger   **Remote**
Solutions Engineer & Growth / Product Development   Jan 22 - Sep 22

- Created ZenLedger University, significantly enhancing user knowledge and adoption of cryptocurrency and blockchain technology, leading up to a 20% increase in customer satisfaction.

- Directed stakeholder communication and product roadmaps, integrating cryptocurrency wallets with enterprise APIs, resulting in a 15% improvement in tax compliance and a 25% increase in customer retention rates.

- Developed high-impact sales funnels, sales pipelines, and target outreach campaigns, achieving a 30% increase in conversion rates and driving a 40% revenue growth.

- Provided technical demos and consultative support to high-profile partners like RSM, EY, FinCEN, and FBI, fostering a 25% increase in client trust and engagement, and accelerating decision-making process.

- Led API development for Avalanche and Fantom blockchains, enhancing user engagement by 35% and setting new industry standards in decentralized finance.

- Conducted live webinars on cryptocurrency tax laws for accounting firms and financial institutions, empowering professionals with critical expertises and increasing market awareness by 20%.

Appsketiers   **Atlanta**
Account Executive & UI/UX Designer   May 18 - Dec 21

- Achieved $1.44 million in revenue growth by driving clients through the sales pipeline, ranking 1st out of a team of 10 sales professionals with 123% quota attainment.

- Managed and nurtured +340 new net logos, implementing post-sale processes and retention strategies that solidified long-term partnerships and boosted revenue.

- Designed intuitive mobile applications for +30 B2B and B2C clients, enhancing user satisfaction and increasing retention and conversation rates.

- Acted as Scrum Master, leading daily stand-up sessions and improving cross-functional communication, reducing project delays by 30% through Agile and Kanban methodologies.

EDUCATION

Georgia State University   **Atlanta**
B.S. in Computer Information Systems   May 15 - Dec 19

Concentration: Cybersecurity

Languages: Fluent in Mandarin Chinese

AWARDS AND HONORS
DECA Emerging Leader, Georgia State University Dean's List, Adobe Certified Associates, Hall County Library System, Hands on ATL, Books for Africa, London DAO, Historians DAO