JULIAN CHUAN

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TECH STACK

HTML, CSS, JavaScript, TypeScript, SQL, Java, Salesforce, HubSpot, ZoomInfo, Adobe Suite, Figma, Postman, VS Code, Discord, Slack,, GitHub, Asana, OpenAPI, OAuth, Jira, Confluence, Asana

WEB3

Web3.js, Ether.js, Solidity, DeFi Protocols, Wallet Connect, Magic.Link, Immutable X Suite, Web3Auth, Alchemy, IPFS, Pinata, Ore ID

PROFESSIONAL EXPERIENCE

ActiveDraft   **Atlanta**
Founding Solutions Engineer   Sep 23 - Dec 23

- Played a central role in orchestrating strategic partnerships and driving customer acquisitions, catalyzing a significant expansion in client base and market presence. Championed departmental growth and spearheaded initiatives pivotal to business scaling and market leadership.

- Founded the creation of comprehensive and intuitive technical documentation for ActiveDraft, markedly elevating user adoption and simplifying the onboarding journey. Masterfully guided clients through immersive product demonstrations and seamless integrations, ensuring an exceptional and streamlined client experience.

- Launched Active Academy, a groundbreaking technical knowledge platform, nurturing a culture of perpetual learning and innovation. Leveraged cross-functional collaboration to revolutionize sales strategies, supercharge product messaging, and tailor cutting-edge solutions to meet diverse client needs.

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

- Orchestrated a groundbreaking integration strategy for Kolex's IEM Rio Major 2022, masterfully minting 960 NFTs. Engineered a novel burn-and-mint mechanism, catalyzing the creation of an additional 2,880 distinct NFTs, skyrocketing market value and user engagement.

- Revolutionized Tanks a Lot's digital landscape by pioneering High Core's cutting-edge Web3 integration. Seamlessly melded Wallets, Assets, and Marketplace infrastructures across platforms, catapulting user engagement, transactional volume, and revenue to unprecedented heights.

- Spearheaded the demystification of zero-knowledge rollup technology, crafting and disseminating an influential educational curriculum and best practices. Championed high-stakes enterprise integrations and bespoke client solutions using TypeScript, JavaScript, and Web3.js, synergizing with cross-functional teams to forge innovative, criteria-specific implementation strategies.

ZenLedger   **Remote**
Growth   June 22 - Sep 22

- Led the creation of Zenledger University, a pioneering educational platform dedicated to elucidating the fundamentals of cryptocurrency and blockchain technology. Crafted comprehensive content that laid a solid foundation for understanding these cutting-edge fields.

- Exemplified mastery in stakeholder communication and consultative decision-making, steering product roadmaps to new heights. Seamlessly fused cryptocurrency wallets with enterprise APIs, orchestrating sophisticated tax compliance strategies and fueling substantial growth in customer retention and business development.

- Pioneered a sales revolution with a dynamic, high-impact sales funnel and targeted outreach initiatives, dramatically elevating conversion rates and revenue growth. Simultaneously, led pioneering API development for Avalanche and Fantom blockchains, amplifying user engagement and setting new benchmarks in decentralized finance.

ZenLedger   **Remote**
Solutions Engineer   Jan 22 - Sep 22

- Revolutionized product adoption by delivering enthralling demonstrations and technical support to high-profile entities like RSM, EY, FinCEN, and the FBI. Catalyzed enhanced client engagement, expedited decision-making, and fortified trust in our SaaS offerings.

- Engineered transformative enhancements to Uniswap's liquidity pool, catapulting its functionality and efficiency. Championed initiatives that not only revolutionized the global trading experience but also galvanized developer engagement, cementing the platform's position at the forefront of blockchain innovation.

- Championed a series of dynamic webinars, educating the AICPA, CPAA, and a broad spectrum of accounting firms on the evolving landscape of cryptocurrency tax laws and regulations. This strategic initiative not only heightened industry awareness but also empowered accounting professionals with the critical expertise required to adeptly navigate the intricate nuances of cryptocurrency taxation.

Appsketiers   **Atlanta**
Account Executive   Aug 18 - Dec 21

- Spearheaded revenue growth, achieving an outstanding $1.44 million increase through strategic management, effective communication, and analytical prowess. Excelled in propelling clients through the sales pipeline, showcasing the tangible impact of my sales acumen and strategic initiatives.

- Expertly managed and nurtured over 340 accounts, employing meticulous post-sale processes and bespoke solution consultations. Surpassed key objectives by implementing focused client retention strategies, solidifying long-term partnerships, and driving significant revenue enhancements.

- Shattered sales records by deploying innovative strategies and cultivating robust client relationships. Demonstrated excellence in prospecting and qualifying potential clients, setting unprecedented benchmarks in design and purchase facilitation, and delivering exceptional customer experience metrics.

Appsketiers   **Atlanta**
Product Designer   May 18 - June 20

- Revolutionized user experience by crafting intuitive mobile applications for over 30 B2B and B2C clients, leading to heightened customer satisfaction and engagement. This strategic design approach significantly boosted user retention rates and conversion rates.

- Initiated and led daily stand-up sessions, sparking a remarkable increase in cross-functional communication and a 30% reduction in project delays. Employed innovative Kanban methodologies to expedite task completion, while instilling Agile best practices within the team, fostering a culture of self-organization and continuous improvement.

- Consulted clients to meticulously analyze and fulfill specific user requirements for mobile app design, strategy, and infrastructure. Spearheaded the development of wireframes and prototypes, ensuring alignment with business objectives and optimal cross-functionality. Conducted in-depth research and analysis to champion scalable product designs and technical architectures, utilizing user stories, process flows, and mockups to meet stakeholder needs.

EDUCATION

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

- Concentration: Cybersecurity

- Fluent: 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