Alexander Wick

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EXPERIENCE

Web Operations Lead & Developer: *24cast.org (Election forecast startup), Providence, RI*
September 2023 – November 2024

– Recruited and led cross-functional team of 5; owned GTM strategy from product roadmap to market launch; identified key market segments through competitive analysis and user research, prioritizing features that grew site to 30,000 monthly pageviews and press coverage in 2 months.
– Built Next.js/AWS architecture & continuous integration/continuous deployment (CI/CD), cutting release cycle from weekly to daily; partnered with data science team to surface insights journalists could quote.

Software Engineer Intern: *BETA Technologies (Electric aircraft scaleup), Burlington, VT*
May 2024 – October 2024

– Led cross-functional squad (quality, ops, eng) to launch factory floor non-conformance app; slashed issue response time from 1-2 days to 30 minutes, unlocking on-time production goals.
– Generated OpenAPI docs for over 11,000 enterprise resource planning (ERP) endpoints, enabling teams to self-serve data.

Breakthrough Lab Fellow / Co-Founder: *Freedays (Digital health), Providence, RI*
June 2023 – September 2023

– Conducted 75+ customer interviews, defined TAM/SAM/SOM and competitive landscape for vaping cessation platform; iterated value prop that won entry to B-Lab accelerator.
– Shipped MVP (Next.js + Flask + LLM); pitched to investors and over 500 members of the Brown community at the B-Lab showcase.

Developer Intern: *Bluehouse Group (Digital agency), Burlington, VT*
August 2022 – May 2024

– Reimagined local radio station brand online: designed content strategy, rebuilt CMS & database; grew traffic 56% three months post-launch.
– Re-platformed vacation rental product, delivering database schema that improved scalability.

EDUCATION

Brown University: *Sc.B. Computer Science (GPA 3.8/4.0), Providence, RI*
September 2021 – May 2025

– Course highlights: Artificial Intelligence, Deep Learning, Applied Cryptography, Operating Systems, Management of Industrial & Nonprofit Orgs

PROJECTS

– **Deepfake Detection (ConvNet)** – achieved 85% validation accuracy with custom vision model.
– **Weenix OS kernel** – semester-long full UNIX-like kernel in C.

SKILLS

– **Go-to-Market & Growth:** market sizing (TAM/SAM/SOM), pipeline generation, GTM playbooks, strategic sales, LTV:CAC, SEO, A/B testing, OKRs, SQL dashboards
– **Technical:** Python, TypeScript/React, AWS, PyTorch, TensorFlow, REST, GraphQL, CI/CD