

Joseph W. Waugh | San Francisco, CA

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EDUCATION

Full-Stack Engineer Career Path, 2025 | Codecademy

Pepperdine University

M.B.A. in Finance

Malibu, CA

Graduated, May 2022

- **Concentrations:** Finance/Entrepreneurship
- **GPA:** 3.65/4.00

PROJECTS

Lockrr – Password Manager | Product Builder

Product Builder

San Francisco, CA

Jun 2025 - Aug 2025

- **Problem:** Password managers are either too complex or lack strong security.
- **Solution:** Built a secure, user-friendly manager with Argon2 hashing, JWT authentication, and encryption.
- **Outcome:** Delivered a functional MVP that balances usability with enterprise-grade security.

ShiftSync – Shift Scheduling PWA | Product Builder

Product Builder

San Francisco, CA

May 2025 – Jun 2025

- **Problem:** Small teams struggle with scheduling when tools fail in low-connectivity environments.
- **Solution:** Developed an offline-first scheduling app (React/TypeScript) optimized for reliability and performance.
- **Outcome:** Achieved a **92+ Lighthouse score** and ~2s load on 3G, demonstrating adoption-driven design.

VibeFlo – Pomodoro Timer | Product Builder

Product builder

San Francisco, CA

Mar 2025 – May 2025

- **Problem:** Productivity apps lack personalization, reducing user engagement.
- **Solution:** Built a Pomodoro timer with integrated music playlists via YouTube API.
- **Outcome:** Showed how combining **behavioral design and personalization** enhances focus and motivation.

EXPERIENCE

CloudRetail

Account Executive

Los Angeles, CA

2023 – 2024

- **Generated \$50K in pipeline opportunities** by conducting **25+ pitch meetings per month** through cold outreach, networking events, and disciplined pipeline management.
- Partnered with product team to relay customer pain points, shaping new CRM features that improved adoption.

HeyTutor

Account Executive

Los Angeles, CA

2022 – 2023

- **Closed \$60K in monthly recurring revenue** by securing contracts with **three school districts** through targeted outreach and solution-based selling.
- Collaborated with product leadership to translate district needs into prioritized platform enhancements.

SKILLS

Product: Product Strategy, MVP Design, Roadmapping, User Research, Agile/Scrum, Wireframing (Figma, Balsamiq)

Programming: JavaScript (ES6+), TypeScript, Python, SQL, HTML/CSS, React, Next.js, Node.js (Express), Redux Toolkit, TailwindCSS, Framer Motion, PostgreSQL, Prisma

Tools: Git/GitHub, Docker, GitHub Actions, Jest, Cypress, Render, Railway, Vercel, CI/CD, Authentication (JWT, Argon2, bcrypt), REST APIs