

David Green

dmg9769@stern.nyu.edu | New York, NY | (305) 815-5031 | [linkedin.com/in/david-green-499239290](https://www.linkedin.com/in/david-green-499239290)

EDUCATION

New York University, Leonard N. Stern School of Business

New York, NY

B.S. in BTE (Business, Technology, Entrepreneurship) & B.S. in Computer Science

Sep 2022 – Dec 2025

- **GPA:** 3.9/4.00
- **Coursework:** Data Structures, Fundamentals of AI, Intro to CS, Start-up lab, Entrepreneurship: M&A, Digital Innovation, Calc 2
- **Honors:** National Merit Finalist, National AP Scholar, 3-Star Tennis Recruit (10.5 UTR), Dean's List all 4 years, Mu Alpha Theta

PROFESSIONAL EXPERIENCE

Rilla

New York, NY

Consumer Product Success Manager

November 2025 – May 2025

- Managed 67 SMB & MM clients and 1 Enterprise account (~\$2.3M ARR), onboarding from signed contract to fully activated client
- Retained \$1.3M in ARR through proactive account management and upsold \$87K across core platform tiers and premium features
- Used client insights and worked with 2 engineers to ship Leagues, a major feature, in 3 months with an estimated 7% retention lift
- Led a team of 2 to build an internal finance dashboard, tracking revenue and retention metrics tied directly to customer relationships

Lumen Technologies

New York, NY

Software Developer Intern

May 2025 – August 2025

- Built a full-stack prototype of LIA (Lumen Intelligent Assistant), an Agentic AI assistant using React, Vite, Tailwind, and OpenAI
- Made conversational AI flows with prompt chaining & context management, processing 500+ test queries with 92% intent accuracy
- Reduced average user task completion time by 35% in sandbox testing, and projected 20% increase in user engagement from SVP

Lead Autopilot AI

New York, NY

Product Management Intern

October 2024 – April 2025

- Deployed microsites for 7 clients using Bitbucket to secure A2P 10DLC compliance approval through Twilio, for SMS regulations
- Managed 4 client accounts on the platform, tailoring AI conversational flows to improve lead response rates by an average of 8%
- Used Zapier for automating a content pipeline turning ideas into SEO-optimized blog posts with GPT, SurferSEO, Canva, GitHub

PROFESSIONAL PROJECTS

Frequency (EDM Set Rating & Social Media Platform)

New York, NY

Co-Founder & Lead Developer

August 2025 – January 2026

- Built a full-stack social platform using Next.js, TypeScript, Tailwind, Supabase, Vercel CI/CD & Clerk Auth with 50+ active users
- Designed a dual score engine combining a weighted rubric with a comparison based ranking algorithm for calibrating the set ranks
- Used Spotify, Google Places, Ticketmaster, and OpenAI APIs for autocomplete search (sets & artists), and AI-powered insights
- Scaled to 174 peak users in 25 days post-release, growth through exclusivity by capping access at 100 spots and building a waitlist

WEI (Enterprise RAG Knowledge Platform)

New York, NY

Lead Software Engineer

March 2025 – August 2025

- Contracted to build a full stack RAG platform using Next.js, Supabase, Drizzle ORM, OCR extraction, & Anthropic API for SASI
- Made ingestion pipeline, Google Drive API, PDF, parsing, ~800 token chunking, and embedding generation with delta detection
- Built a vector retrieval system with pgvector similarity search, hierachy filtering, citation engine across 7 knowledge categories
- Designed a chat interface with streaming responses, conversation history, Clerk Auth, & Langsmith and Sentry for observability

AI School Counselor

New York, NY

Backend Software Engineer

March 2024 – May 2024

- Leveraged BeautifulSoup, Selenium, and ChromeDriver to web scrape 13 data sources for backend data of AI college counselor bot
- Optimized data management by structuring 20,000+ records of web scraped data with Pandas with retrieval from SQL databases
- Integrated Claude's API for machine learning algorithms enabling dynamic analysis of user inputs against our educational database

EXTRACURRICULAR ACTIVITIES

Tennis

Miami, FL & New York, NY

Ransom Captain & NYU Tennis

Aug 2018 – May 2025

- Played competitive tennis for the last 10 years with Gio Lapentti (ATP 110) as coach, and reached top 20 in Florida and 10.5 UTR
- High school team captain for 2 years, led high school team to State semifinals (only 1 other sports team did this in the last 20 years)
- Participate on the NYU Men's tennis team. Training 5 days a week 9-11pm and 17 tournaments/matches over the weekend per year

SKILLS & INTERESTS

Skills: Javascript, Supabase, Vercel, Github, APIs, RAG pipelines, Product, Web Scraping, Front & Back End Design, Team Leading

Interests: Traveling, Any Sports Games, Tennis (Rafa and Alcaraz), Electronic Dance music, Poker, Miami Heat, AI, Lifting, Foodie