

# Colin Schimmelfing

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*Focused on pragmatic efficiency, with experience managing diverse teams in highly-regulated sectors*

## EDUCATION

### Master of Environmental Science and Management (8/2020 - 6/2022)

Bren School of Environmental Science & Management – University of California, Santa Barbara (UCSB)

**Specialization:** Energy and Climate, Economics and Politics of the Environment

**Thesis project:** Managed a small team creating a [feasibility study](#) for floating solar arrays on a municipal reservoir

**Highlighted coursework:** Energy Systems and Markets; Economics of Env. Management; Environmental Law; Financial Management; Natural Resources Law and Policy; Natural Resources Economics; Energy, Technology, and the Environment; Water Policy; Advanced GIS; Environmental Politics and Policy; International Env. Law

### Double major in Astrophysics and Computer Science (B.A., 9/2006 - 6/2010)

Swarthmore College, Swarthmore, PA

## WORK EXPERIENCE

### Director of Engineering — [Station A](#), Remote but based in Seattle, WA (2/2023 - Present)

- “Player/coach” leader responsible for the software eng team while we achieved product-market fit and raised a Series A
- Increased marketplace revenue in 2 years from \$138k to \$1.5MM (10.87x) with the same sized Station A team, efficiency only possible via eng-driven internal tooling
- Implemented engineering performance reviews, an engineering skills ladder, and the first company values at Station A
- Spearheaded product and eng initiatives to rewrite our two main software platforms: our RFP marketplace transactions platform and our solar development analysis product
- Overhauled the product team’s approach to software development and the engineering team’s SDLC, reducing project delivery time in half while reducing meeting time

### Founder — [Takeoff Solar](#), Seattle, WA (6/2022 - 1/2023)

- Founded a company dedicated to enabling solar on rented commercial and industrial solar sites
- Developed a risk-pooling monte-carlo simulator in Python to demonstrate profitability in various market conditions
- Pivoted to utility ‘process efficiency’ consulting to reduce interconnection queues using software and process changes

### Finance Team Fellow — Via the EDF Climate Corps, worked with [Mission Energy](#), Denver, CO (6/2021 - 8/2021)

- Built a configurable pro-forma excel financial model for solar development projects intended for tax-equity investors
- Designed a due-diligence process for prospective investment vetting, process was accepted by the internal investment team
- Created financial offering materials for potential investors, such as a 1-page investment summary and a pitch deck

### Engineering Manager — [Flatiron Health](#), New York, NY (1/2019 - 8/2020)

- Managed software engineers supporting both a HIPAA-compliant medical billing SAAS product as well as a managed services (Billing-as-a-service) team
- Created a data platform to enable basic business metrics and operational insights for the Billing-as-a-service team, a \$10MM revenue business
- Guided and motivated a cross-functional team overseeing 4 engineers, 1 data investigator, and 2 engineering interns, setting direction and accountable for team progress and deadlines

### CTO and COO — [Mask-Match.com](#), New York, NY (3/2020 - 7/2020)

- Co-founded a volunteer non-profit fulfilling peer-to-peer donation of over 850,000 masks from 6,500 donors to 7,500 verified healthcare worker recipients. Acted as CTO and COO with shared duties with another co-founder
- Created the technical backend to support accurate workflows for 300 volunteers, utilizing Retool, Postgres, Google Sheets, Typeform, Zapier, Metabase, and Squarespace
- Represented Mask-Match on live TV personally via ABC’s ‘Good Morning Arizona’ as well as local news outlets. Mask-Match itself received a good deal of [press](#), including as the ‘ABC Nightly News’ “[Person of the Week](#)”

### **Data Engineer (Onsite pro-bono work with paid staff) — Texas Democrats, Austin, TX (10/2018 - 11/2018)**

- Created an ETL pipeline to feed in voting data from 254 counties with unique data formats
- Scaled analytics and automated Excel reports at different geographic scales for 25+ active campaigns across Texas
- Delivered the best results for Texas Democrats in decades as a team: we flipped 2 US House and 14 state seats

### **Clever Inc., San Francisco, CA**

#### **Engineering Manager (3/2016 - 6/2018)**

- People-Managed and Product-Managed 5-person team overseeing Clever's analytics pipeline and dependent microservices and internal tools. These tools include internal power-user tools, business analytics tools, Salesforce, automated emails, and the marketing website. Adhered to FERPA regulations
- Grew Customer Success efficiency 4x, keeping headcount static with 4x increase in revenue
- Rescued billing, quota, and financial reporting functions of Clever during a 6-month period where Clever had 3 Finance VPs and 5 Accountants, while completing an overhaul of the main company billing / quota metric
- Implemented CraftCMS-based clever.com, allowing Marketing users to create product pages, webinar landing pages, and new copy without engineering help
- Grew a diverse team that was oversubscribed with interest to join from other engineers

#### **Full-Stack Engineer (8th engineer, 14th employee) (3/2014 - 3/2016)**

- Moved core web application functionality from Node and Python monoliths to Golang microservices while helping implement product improvements that drove installed, paid subscribership by 1500%
- Designed and led a full analytics pipeline overhaul applying best-practice data management concepts like atomicity, idempotency, and operational visibility. Resulted in a 90% drop in reliability issues and a promotion
- Implemented Clever's integration with Salesforce, leading to massive growth in our core metrics
- Built customer-self-service tools working closely with the Customer Support team, eliminating top support requests

### **Quantcast, San Francisco, CA**

#### **Senior Software Engineer, R&D Team (10/2012 - 3/2014)**

- Won the Quantcast company hackathon along with one partner (\$10,000 and options) with a real-time visualization tool
- Developed interactive mapping tools to allow customers to visualize their ad spend in 4 different countries
- Built an ETL pipeline and data-cube-like tools on top of Cassandra and Sawzall

#### **Production Operations and Data Engineer (3/2011 - 10/2012)**

- Ran operations (with a small 2-4 person team) for all analytics processing, including input to billing systems
- Productionized adserver integration, client reporting, data analytics, creatives(ad) management as needed

### **Software Engineer (Anti-Fraud Team) — Detica Net Reveal, McLean, VA (6/2010 - 9/2011)**

- Coached other engineers in the U.S. office on Linux, Java, Javascript and web dev, Systems, Oracle, Perl, Tomcat and Bash
- Automated and deployed anti-fraud data systems at a company processing 100% of consumer checks in the US

### **CS Researcher and Sysadmin — Swarthmore College, Swarthmore, PA (1/2008 - 6/2010)**

- Created a distributed filesystem residing on the RAM of idle network computers (full-time)
- Directed Swarthmore College Computing Society senior year, including acting as liaison to college administration
- Administered web streaming, podcasts, and Django web presence of campus radio station (part-time)

## **SELECTED SKILLS**

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- **Management:** Managed diverse, cross-functional teams. Includes project and product management responsibilities, and data reporting requirement responsibilities.
- **Technology:** Data engineering, backend engineering, full-stack web development. Fluent in AWS, Docker, CraftCMS, Git/Github, Retool, React, PostgreSQL, QGIS, AI tooling (Cursor & CoPilot)
- **Programming languages:** SQL, Python, Typescript, HTML / CSS, GeoJSON. Rusty: Golang, C#, Java
- **Office:** Google Suite & Microsoft Office (Word / Excel / Powerpoint), Advanced Excel programming, Slack, Salesforce, Wordpress, Zendesk, Tableau, Chart.io