

Tamir Shklaz

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3x startup founder and full-stack engineer with six years of experience and a proven track record of building products from 0-1 that scale to millions of users

PROFESSIONAL EXPERIENCE

Strive Math (YC S21)

Singapore

First platform in the world to teach K12 math through code in live online classes

Oct 2020 - December 2023

Co-Founder & CTO

- Co-led marketing and growth, reaching ~\$450k in ARR.
- Led user research, design and implementation of the end-to-end learning experience for 1000+ students, getting an NPS score >9/10 and average retention of 10 months (Industry average is 3-6 months).
- Led the creation of a browser-based IDE specialised for coding education used by 1000+ WAUs.
Enabled users to code in Python with no setup by using a wrapper that enabled the execution of Python in the browser. Achieved real-time collaboration using a peer-to-peer syncing solution, allowing the users to use the platform with no login and no cost to us for providing such functionality. Created features to teach kids about prompt engineering by integrating an AI chatbot into the IDE and creating a ChatGPT-like interface to enable students who have never coded before to create and edit apps with only prompting. **[React, NextJS, PostgreSQL, NodeJS, Python, Supabase]**
- Created the back-office infrastructure that facilitated the weekly payments, scheduling and delivery of 130+ live classes with a 0.2% issue rate.
I rapidly set up the system using a hybrid approach of code and low code tools in < 1 month. This approach enabled the non-technical ops and sales team to debug errors and create their own workflows independently with minimal technical support. **[Airtable, NodeJS, Make/Zapier]**
- Increased trial class bookings 3x and achieved a 50% conversion rate to paying customers while increasing prices and revenue by ~15% through strategic landing page optimization and an end-to-end redesign of our sales system and funnel.
- I managed a team of 4 engineers and led the end-to-end hiring of a diverse team of over 20 employees from 7 countries in cross-functional fields from sales, operations and engineering.

Insupply

South Africa

Marketplace for trusted buyers and supplies of PPE equipment during COVID-19

Apr 2020 - October 2020

Founder - CEO/CTO

- Worked directly with the South African presidency to help set up and operate the marketplace
- Rapidly set up all technical infrastructure in < 1 month, listed 50M+ items of PPE, and received requests for more than 100M items of PPE (\$1Bn in value) in < 6 month **[Airtable, NodeJS, NestJS, Angular]**
- Created Coronapp, an information repository app regarding COVID-19 in South Africa. Had 1M+ daily users **[Angular, Firebase, NodeJS, d3, Algolia]**

Quillo

South Africa

Online marketplace for 2nd hand university textbooks.

Feb 2018 - Apr 2020

Founder - CEO/CTO

- Created a complex escrow system that facilitated the transaction and delivery of 1000+ textbooks (\$50k in value) across the country.
 - Led a team of 5 engineers to create native IOS, & Android apps and a web app that scaled to 32,000 users and enabled the transactions of more than 5000+ textbooks, saving students more than \$450k on textbook costs. **[NodeJS, NestJS, PostgreSQL, Prisma, Angular, Ionic, Firebase, Algolia]**
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EDUCATION

UNIVERSITY OF CAPE TOWN

South Africa

Bachelor of Science in Electrical and Computer Engineering

Feb 2016 - Jan 2020

Honours: Graduated with first-class honours & top of class in Physics