

Stone Follari - Software Engineer

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Software Engineering

- **Full Stack Engineering** – TypeScript/Node, Rust, React, Python, DevOps, GraphQL, PSQL, CI/CD, GCP, AWS, Heroku, Kafka, Ubuntu/Linux, Git, Data Analytics, ML/AI, TensorFlow, WebGL, Mathematica, physics simulations & modeling, and more.

WORK EXPERIENCE

Lead Engineer / CTO - Sellmotto E-Commerce Service - www.sellmotto.com

Sep 2023 – Present

- Sole technical engineer in developing full stack inventory management, multi-channel e-commerce service.
- Discuss requirements and features with the owner, meet new client demands, fully architect and engineer solutions.
- Integration with 5+ external marketplaces via **REST APIs, OAuth**. Handle webhook events to sync events across platforms.
- Full Stack, Codebase Architecture, Database Design, CI/CD **Heroku, AWS PSQL, DNS Management, TypeScript, React, PSQL**

Senior Backend Software Engineer - www.backtrace.io

Dec 2021 – Sep 2023

- Lead Engineer/Architect in development of SCIM provisioning service that allowed native and one-click integration with multiple major industry clients and third-party platforms. Allowing a major deal to close which opened our service to a huge number of new clients. Also allowed immediate native integration with the parent company.
- Rehailed in-house client usage monitoring services. Allowed better system utilization insights to improve cost-per-client, lead directly to more informed and predict upsell opportunities, and relieved stress for on-call Engineers who previously needed to manage over-utilization issues weekly.
- Rehailed storage quota enforcement and billing system. Facilitated policy change to allow customer upsells, relieve cost of net-negative free clients, and better empowered users to manage their own storage usage.

Full Stack Software Engineer II - www.anewgo.com

May 2020 – Dec 2021

- Ground zero development of client-facing analytics dashboard. Utilized browsing data to determine most-popular products/options, for more informed business and sales decisions. Features to create customized marketing campaigns.
- Implemented **ML Recommendation Engine** to suggest products based on browsing behaviors to users for improved UX and sales potential. **TensorFlow+Python**.
- Solved BigQuery scalability issues by pre-processing bulk raw data, set batches of scheduled scripts and queries to process data into more manageable and useful tables.
- Designed, implemented multivariate user score, based on browsing behaviors - users to be contacted by a sales agent.
- Refactored existing major backend services into optimized **Rust** services. Allowing opening of our business from a B2C model to a B2B2C marketplace with 1000x expected traffic to clients. Implemented caching and data pre-processing.
- Mentored data analysis intern in project to determine company growth and project directions for optimized growth.

Online Learning Platform Integration – UNCG Dept. of Physics

Aug 2019 – May 2020

- Aid in the development and adoption of a new online learning platform.

Cognitive Application Developer Intern - IBM Software Group

Jun 2019 – Aug 2019

- Develop VSCode extension to integrate IBM coding tutorial suite natively into IDE. **Typescript, Docker**.

Physics Lab Instructor – UNCG Dept. of Physics

Jan 2018 – Jun 2019

PERSONAL / RESEARCH PROJECTS

Trivia App - www.ranktrivia.com - (beta) Utilize OpenAI to generate custom trivia sets for multiplayer trivia app. Porting to AppStore.
TS, PSQL, React, OpenAI, WebSocket

Photography Portfolio - www.ephemeralgallery.com - (beta) Unique, view-once photography experience
TS, PSQL, React

ML Physics Research & Data Analytic Projects

- Utilize **Machine Learning** to characterize physical properties of multi-body particles based on molecule size, shape, type, etc. Statistical modeling: K-Means, Random-Forest, **Neural Networks**. **Python, TensorFlow**.
- Explored delay of OSS projects in patching discovered vulnerabilities. (1.2TB datasets, **python, pandas, statistics, ML, NLP**)

EDUCATION - University of North Carolina Greensboro, College of Arts and Sciences

May 2020

Major in Physics, Major in Computer Science, Minor in Mathematics. 3.83 cumulative GPA

Languages - Native English, N3 Intermediate Japanese, HSK2 Chinese, Basic Spanish