PATRICK M. WALSH

pmwals09@gmail.com | linkedin.com/in/p-m-walsh | github.com/pmwals09 | patrickmwalsh.com

Software Engineer

Seasoned Full-Stack Web Developer with expertise in React, NodeJS, and Go, with additional background in process optimization. Proven track record leading a team to drive >$100 million in client sales while reducing feature development time by 50%, and working on solo contracts to create accessible museum interactives and rich web UI experiences.

Related Experience

KLAVIYO, Boston, MA   Dec 2024-Present
Software Engineer II
- Launched feature in first month highlighting paid benefits, lifting account conversions within 7 days of signup by ~4%.
- Collaborating across many departments to drive improvements in product-led growth across the application.

FAST FORWARD, LLC, Salem, MA   Jul 2020 – Nov 2024
Application Developer
- Leading a team of 3 to develop ROI reporting for >2,000 representatives, driving >$100 million/year in sales, on a custom sales-enablement and intelligence platform.
- Converted client application from AngularJS to React and deployed on Showpad in 6 months. Successful execution has led to 40+ additional contracts across multiple business lines.
- Built and maintain client-specific component libraries, developer tooling, and automated testing suite to reduce feature development time by 40% and improve reliability.
- Implemented a new data pipeline in NodeJS that shortened annual database updates by 50%.
- Built an interactive, chatbot-like experience with data visualizations for a new museum exhibit that achieves WCAG-AA accessibility goals on kiosk touchscreen and cell phone.

SHAWMUT DESIGN AND CONSTRUCTION, Boston, MA   Mar 2015 – Nov 2019
Corporate Marketing Professional
- Managed >1,000 deliverables of a five-person marketing team annually, providing strategic direction, planning, and quality control as the department's single point of contact.
- Implemented new internal communication policy, design, and strategy across 10 offices and 1,300 employees.
- Improved client satisfaction survey response rate from <2% to >15% in one year after expanding to 600 projects/year.

BLUE CROSS BLUE SHIELD OF MASSACHUSETTS, Boston, MA   Jan 2010 – Mar 2015
Proposal Development Professional
- Wrote proposals up to $15 million in potential annual premium for Fortune 500 companies.
- Supported production of 200 RFPs a year with strategy development, copyediting, formatting, and logistics.
- Developed measurements for and reported monthly on the quality and quantity of department work output.

Education

COLLEGE OF THE HOLY CROSS, Worcester, MA (2009) - **Bachelor of Arts**, Classical Studies, Cum Laude

LAUNCH ACADEMY, Boston, MA (2020) - **Certificate in Software Development**

Skills

API, Full Stack Web Development, Git, Go (Programming Language), JavaScript, Node.js, Object-Oriented Programming (OOP), React.js, Redux.js, Software Engineering, SQL, TypeScript, Web Development