

DOUG MORGEN

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Full-stack engineer and former founder with **deep product and customer focus**, strong systems architecture experience, and a proven track record of **building and scaling high-revenue businesses**. Adept at **learning new technologies**, leading engineering initiatives, and developing scalable, reliable systems.

Founding CTO and Full-Stack Engineer · Stealth Startup · *February 2024 – Present*

- Building a **full-stack Ruby on Rails 8** application with **Turbo, Stimulus, Postgres, JavaScript, Redis**, and **Tailwind CSS** deployed to **AWS S3** and **Cloudfront** for image serving, hosted on **Heroku** to connect influencers and businesses
- Scaling **ActiveRecord** and **ActiveStorage** to be fast (no more than 100 queries taking 50 ms on any page load) and app is global and multi-currency to calculate commissions on Shopify and Wordpress checkouts
- Designing and implementing a full polymorphic comment, like, follow, and share system for all relevant models

Senior Software Engineer · EasyPost (YC 2013) · *Feb 2022 – Nov 2023*

- **Led architecture for mission-critical billing systems** handling **\$8 billion in shipping volume** for **UPS, FedEx, and DHL**
- Developed **high throughput microservices** and **optimized MySQL database partitions** for performance and especially maintainability
- Designed and launched a **QR code endpoint** that generated 100k return labels a day in collaboration with **UPS and key stakeholders**
- Standardized **default carrier billing integrations** by building reusable libraries for **scalable, cross-platform billing logic**

Software Engineer II · EasyPost (YC 2013) · *Oct 2019 – Feb 2022*

- Built and extended **business-critical Ruby on Rails API services** powering logistics and shipping infrastructure.
- Migrated 15 services from our **Rails monolith to Python Flask and Django microservice architecture**, improving reliability and developer productivity
- Led development of our in-house **UPS DAP shipping and billing infrastructure**, handling **\$15M in annual shipping volume**

Founder, CTO, Owner & Lead Engineer · Cellular Country · *2005 – 2019*

- Built and scaled an **\$8M/year B2C eCommerce business**, developing **enterprise-level inventory, fulfillment, accounting**, and **CRM systems in PHP & MySQL**.
- Designed and implemented an **AI real-time dynamic pricing model** to maximize revenue on every SKU sold

- Increased conversions on product pages, product listing pages, checkout page, and confirmation page by anywhere from 10 to 30 percent using **A/B & multivariate tests** with **Google Website Optimizer** and **Visual Website Optimizer**
 - Led **SEO & SEM strategies**, driving **highly profitable organic** growth to 5000 users per day and **profitable paid traffic growth** to 3000 users a day
 - Managed **supply chain & inventory automation** of 10,000 unique SKU's and 2000 active SKU's at any time, ensuring real-time tracking and seamless fulfillment
 - Oversaw **UX development**, leading multiple remote engineers and designers to meet **aggressive deadlines**
 - Responsible for 24/7/365 99.9 percent uptime devops on bare metal Linux servers
 - Managed an in house staff of 10 employees handling all customer service and operations tasks
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EDUCATION

M.S. Mechanical Engineering, University of California, San Diego

- **Developed novel imaging & chemical composition models** to calculate **flame temperatures**.

B.S. Engineering Science & Mechanics, Virginia Tech