Arach Tchoupani linkedin.com/in/arach | arach@tchoupani.com | (646) 787-6747

15+ yrs experience: 7 yrs as IC software engineer - 10 yrs as manager - 5 yrs managing managers

WORK EXPERIENCE

Meta Platforms, Inc. (Facebook), Engineering Manager 3/2022 - 7/2023

Scope: Multiple teams

NEW YORK, NY

🇖 My Team: 10+ engineers

I joined Facebook to work on a venture bet named Bulletin, a fast growing newsletter and publishing service. Our team was part of a major shift in priorities away from long term bets and towards important company priorities: Creators on FB

- Hired 6 engineers to join Bulletin Discover, Creator Support, Creator Education team during a competitive recruitment environment
- Delivered roadmaps and team goals for H2 2022, H1 2023
- Exceeded team goals for each half at the company
- Coached several ICs towards the next level and landed their promotion packets
- Launched two 0 -> 1 products: Creator Support Hub, Centralized Creator Education
- Powered the Support Experience for Meta Verified, a highly public launch

Tech Stack: React, bloks, Hack, Ent

Breathe Life, Chief Technology Officer & Co-Founder

1/2018 - 7/2021

Revenues: **\$0M/yr -> \$3M+/yr** ARR, My Budget **\$2.25M/yr**

MONTREAL. CANADA

🚀 VC: \$15M from Diagram Ventures, Real Ventures, Desjardins Capital, Clocktower Ventures

🙌 Exit: Acquired by SE2 LLC now Zinnia

🇖 My Team: **20+ people** including 2 Directors, 2 Engineering Managers, 16 Engineers

Started the company from scratch with 3 co-founders. Onboarded 10+ life insurance carriers on our SaaS platform, raised 15M+ from top fintech investors and hired a team of 50+ individuals across the US and Canada.

- Built a world-class team by hiring exceptional talent, coaching and developing engineers, cultivating pragmatic engineering decision-making, and leveraging my technical expertise to constantly raise the bar
- Managed cross functional teams and took responsibility for the end to end results of product development - timelines, quality and KPIs
- Developed engineering vision in collaboration with senior engineers and managers
- Put a career ladder in place, mentored and coached engineers to the next level
- Provided hands-on technical leadership working closely with senior engineers on large initiatives, engaging in system design and implementation tradeoffs discussions and facilitating quarterly offsites as well as monthly architecture review sessions
- Partnered closely with senior executives at our clients technology orgs CIOs/Directors
- Ensured best practices like CI/CD, annual pen tests, end to end testing, architecture documentation, DevOps/GitOps, strict code reviews, SOC2 and HIPAA compliance. Coached engineers to take ownership of engineering excellence

Tech Stack: React, Redux, Feathers, JavaScript, TypeScript, NodeJS, Express, Golang, PostgreSQL, BigTable, CloudBuild, Segment, Looker, BigQuery, Kubernetes, Terraform.

Starbucks (via C3 Technologies), Tech Lead

10/2016 - 12/2017

Revenues: \$80M+/yr, My Budget: \$750k

MONTREAL, CANADA

🇖 My Team: 3 contract developers

Started the firm (C3) that led the redesign and launch of Starbucks' global packaged goods e-commerce websites. My team and I shipped a headless commerce style React app powering the

\$80M/yr global website. The project introduced a modern and mobile friendly UX which unlocked the marketing team's ability to innovate with content + commerce.

- Reduced turnaround time of marketing site updates from 1 week to minutes
- Improved mobile conversion rates by over 40%

Tech Stack: React, Redux, Demandware - Salesforce Commerce Cloud, Python, AWS

PhotoShelter, Vice-President, Engineering

10/2015 - 10/2016

Revenues: \$8M/yr -> \$10M+/yr ARR, My Budget: \$3M/yr

NEW YORK, NY

√ VC: \$12M from General Catalyst

🇖 My Team: 20+ including 3 EMs, 3 QA, 15 Engineers, 1 Architect

Joined the organization to improve partnership with product and sales functions and grow the engineering team. PhotoShelter hosts 15 petabytes of data consisting of over 800M photo and video assets from 80,000 pros and 1,300 organizations.

- Led a hybrid (NY/global) team of 20+, implemented agile process, engineering best practices
- Partnered with Marketing, Sales and Product teams to deliver a cohesive multi year product development roadmap guiding all stakeholders through the process, from kick off to sign off

Tech Stack: C++, PHP, Web Components, PostgreSQL, iOS App, Android App

Primary.com, CTO

8/2014 - 10/2015

Revenues: **\$0M -> \$10M+/yr** ARR by 2015, **\$70M/yr** by 2020

NEW YORK, NY

√ VC: \$45M from Homebrew, US Venture Partners

🧖 My Team: 4 engineers

Joined the NY based team at seed stage, employee #2. Company raised \$45M from top VCs and has shipped products to more than 1 million customers since launch.

Tech Stack: Ruby on Rails, Angular, AWS (EC2, RDS, S3), Imgix, CloudFront, GitHub

Lot18, Engineering Manager | Director | CTO

1/2011 - 8/2014

Revenues: \$15M -> \$30M+/yr GMV by 2014, My Budget: \$2.5M/yr

NEW YORK, NY

√ VC: \$50M from Accel, NEA, FirstMark

🇖 My Team: Team of teams sizing up to **15** as CTO, **10** as Director, **6** as EM

Joined the NY based team at seed stage as a senior engineer. Promoted multiple times from lead to CTO. Launched the first personalized wine club in the US and powered white label wine clubs for publishers such as NYTimes and Forbes among others.

Tech Stack: Python, Tornado, Flask, SQLAlchemy, Chef, GitHub, Vagrant, MySQL, Nginx, HAProxy, AWS(EC2, SQS, S3), Redis, Varnish, memcached, Capistrano

Outbox Technology, Software Engineer

3/2006 - 4/2011

💸 Revenues: **\$0M -> \$100M+/yr** GMV by 2011

MONTREAL, CA

IC on a team of 4 engineers at launch and team of 15 by 2011

Joined the company pre-launch white label ticketing platform. By 2011, AEG & Outbox partnered to create AXS.com and our solution was rolled out in over 100 venues worldwide. 500M+ tickets have been sold to date on the platform.

Tech Stack: Python, Javascript, XML-RPC, CentOS, MS SQL

EDUCATION

Ecole Polytechnique de Montréal, Bachelor's Degree

2007

Software Engineering MONTREAL, CA

VOLUNTEER

Montreal Python, Founder & Co-Organizer

2007 - 2011

I started the group Montreal Python and co-organized the activities for the first few years. The group is now 5,000 members strong and hosted global PyCon in 2014-15.

Mentor, FuturPreneur

2018 - 2020

Mentored a team of young entrepreneurs through their early entrepreneurial milestones.

Mentor, FounderFuel & McGill X1-Accelerator

2018 - 2020

Offered feedback and strategy consulting sessions to teams in various cohorts.