

# Leslie Lai

50 Dorland Street • San Francisco, CA 94110  
Phone: (760) 807-3938 • Email: [leslie.t.lai@gmail.com](mailto:leslie.t.lai@gmail.com)  
Github username: [ltlai](https://github.com/ltlai) • Website: <http://www.leslielai.com>

## EDUCATION

- Dev Bootcamp**, San Francisco, CA 2013  
*Intensive 9 week training program in professional web development*
- Georgetown University Law Center**, Washington, DC 2005 - 2008  
*Juris Doctor, admitted to the State Bar of California*
- Yale University**, New Haven, CT 2001 - 2005  
*Bachelor of Arts with Distinction in American Studies*

## WORK EXPERIENCE

- Software Engineer** 2014  
*Apartment List, Inc., San Francisco, CA*
- Developed RESTful backend APIs and web applications in Ruby on Rails.
    - Refactored listing data import service to improve geocoding and deduplication accuracy.
    - Extended Salesforce integration to automate booking of apartment showings.
    - Helped design and build email monitoring and scam detection service.
    - Built internal tools, such as a photo uploader and dashboard for managing rental properties.
  - Wrote comprehensive tests for all code using RSpec, Mocha, RR, FactoryGirl, and Machinist.
  - Worked with third party APIs, including Twilio, YesMail, Cloudinary, Librato, NewRelic, and Salesforce.
- Chief Operating Officer** 2011 - 2012  
*ZeroCater, Inc., San Francisco, CA*
- Formulated product roadmap, departmental goals, and expansion strategy.
  - Increased revenue fivefold, with sales totaling seven figures per month.
  - Led hiring and recruitment efforts. Grew team from 5 to 27 people.
  - Managed 20 people across 4 departments (Account Management, Vendor Relations, HR, & Marketing).
  - Worked with engineering team to re-design billing system and improve vendor and employee metrics.
  - Managed corporate finances, including budgets, accounts payable, accounts receivable, and payroll.
  - Negotiated, reviewed, and drafted all contracts with employees, vendors, and customers.
- Aviation Finance Attorney** 2008 - 2011  
*Holland & Knight LLP, San Francisco, CA*
- Drafted contracts and performed due diligence for cross-border secured transactions involving the sale, registration, lease, repossession, and financing of commercial aircraft, corporate jets, and aircraft parts.
  - Worked with international airlines, the FAA, financial institutions, insurance firms, and Fortune 500 companies including General Electric and Boeing to close complex multi-million dollar transactions.

## SIDE PROJECTS

- Grocer Ease** (<http://grocer-ease.herokuapp.com/>)
- Recipe curation and ingredient aggregation app. Grocery delivery to be incorporated.
  - Code available at: <https://github.com/vise890/foodomatic>
- Pitch Overflow** (<http://pitch-overflow.herokuapp.com/>)
- Submit, vote, and comment on startup ideas.
  - Used by Dev Bootcamp to select final projects for the graduating class.
  - Code available at: [https://github.com/purple-martins-2013/pitch\\_overflow](https://github.com/purple-martins-2013/pitch_overflow)

More projects can be found at my website: <http://www.leslielai.com>

## TECHNOLOGIES USED

- Languages:** Ruby, JavaScript, HTML, CSS, Haml, SQL
- Frameworks:** Ruby on Rails, Sinatra, Bootstrap, Foundation
- Miscellaneous:** RSpec, Mocha, Capybara, Git, jQuery, AJAX, PostgreSQL, Resque, D3