

# SEAN COYNE

ENGINEERING LEADER

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San Francisco, CA

## PROFILE

Senior Director of Software Engineering with over 13 years of experience delivering value in health tech. Rapidly hires and forms high performing full stack software engineering teams. Bias for action to launch revenue generating products, while balancing scalability. Strong technical background in software development and data, with expertise in multiple programming languages and frameworks.

## EDUCATION

### Master of Business Administration

Cleveland State University  
Cleveland, Ohio

### Bachelor of Science

Aviation Management  
Kent State University  
Kent, Ohio

## SKILLS

// Professional

Mentor / Coach

Hiring / Growing Teams

Project Execution

Ad Tech

Executive Communication

// Technical

Python | Go | Typescript | Scala

REST | GraphQL | gRPC

K8s | Docker | Git | AWS Cloud

Kafka | Spark | SQL | Airflow

Scrum | Process Improvement

## CERTIFICATIONS

- AWS Certified AI Practitioner

- AWS Certified Developer

- AWS Certified Machine Learning

- Databricks Certified Associate

Developer for Apache Spark 3.0

- Confluent Certified Developer for

Apache Kafka

- Certified Scrum Master

- Project Management Professional  
(PMP)

- Certified Information Systems

Security Professional (CISSP)

## PROFESSIONAL EXPERIENCE

### SENIOR DIRECTOR SOFTWARE ENGINEERING *GoodRx | San Francisco, CA | Oct 2022 – Present*

- Led the Manufacturer Solutions engineering department supporting \$100M+ annual revenue.
- Managed org of 30+ full stack engineers across 5 teams, supporting rapid sales timelines.
- Led hiring, onboarding, coaching, mentoring of high performing engineering teams.
- Set technical vision and strategy for Manufacturer Solutions engineering department.

### DIRECTOR SOFTWARE ENGINEERING *GoodRx | San Francisco, CA | June 2022 – Oct 2024*

- Formed company ads platform unlocking \$20M+ in video, direct media and programmatic sales.
- Managed org of 20+ full stack software engineers.
- Reduced time to launch for key brand drug product from 5 months to 4 hours.
- Drove sales revenue through a deep understanding of the healthcare industry.

### MANAGER DATA ENGINEERING *GoodRx | San Francisco, CA | Feb 2021 – June 2022*

- Managed a team of 6 software and data engineers. Founded Spark ecosystem at GoodRx.
- Guided team to implement audience selection and attribution data products and services.
- Created near real time pipelines using API Gateway, Firehose, Lambda, Aurora, DynamoDB.
- Led development of Go microservices for personalized messaging via email, SMS and push

### STAFF DATA ENGINEER *GoodRx | San Francisco, CA | Jan 2020 – Feb 2021*

- Led, delegated and managed work for team, enabling millions of dollars in marketing spend.
- Enabled Airflow for Data Science to self-service launch models into production.
- Created big data pipelines using PySpark on EMR, SQL, Airflow, AWS Glue, Data Lake on S3.

### PRINCIPAL DATA ENGINEER *GoPro | San Mateo, CA | Mar 2019 – Jan 2020*

- Spearheaded the ideation and creation of the first customer datamart unlocking a 200% increase in email engagement. Built using Spark, Scala and Airflow.
- Designed and developed data models for optimal extraction, transformation, and consumption of camera, app, email and marketing data using SQL, Python and Scala.
- Designed and implemented company wide data quality and data cataloging tooling and processes leading to thousands of hours saved company wide.

### LEAD DATA ENGINEER *Nuna Health | San Francisco, CA | Nov 2017 – Mar 2019*

- Mentored, coached, and trained a team of six in SQL, Python and Scala.
- Created AWS hosted data pipelines using Scala + Python reducing processing time by 20%.
- Identified and tested the opportunity to improve code flexibility via Spark tuning and Scala conversion, achieving a 45% reduction in data pipeline run-time.

### DIRECTOR, NEW PRODUCT DEVELOPMENT *Foxbrim | Austin, TX | Feb 2017 – Nov 2017*

- Managed four FTEs, supervised product portfolio including new product development.
- Implemented standardized launch processes which grew sales volume by 25%.

### ASSOCIATE DIRECTOR, DATA PIPELINE IMPLEMENTATION *The Advisory Board | Austin, TX | Aug 2014 – Feb 2017*

- Managed one FTE + implementaiton for 30 clients, generating \$9MM in contract revenue.
- Formulated and executed a standardized implementation process resulting in a 40% reduction in time-to-production, which was adopted across two different teams.

### SOFTWARE DEVELOPER *The Cleveland Clinic | Cleveland, OH | Jan 2013 – Aug 2014*

- Full stack developer, built web application using C#, ASP.NET, HTML, JS and SQL, resulting in a substantial effort reduction and improved accuracy for clinical data management team.

### AIRPORT OPERATIONS SPECIALIST *Cleveland Hopkins International Airport | Cleveland, OH | Jan 2011 – Jan 2013*