

Kyle Chung

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Work Authorization: No sponsorship required

PROFESSIONAL SUMMARY

Entrepreneurial Full-Stack Engineer and Growth Leader specializing in AI-native workflows, backend engineering, and Go-to-Market (GTM) infrastructure. Proven track record in the 0-to-1 startup journey, combining technical expertise in developer relations with B2B sales strategy. Adept at scaling early-stage products from zero to revenue, optimizing API latency, and driving significant ARR growth by collapsing the time delay between market signals and automated outreach.

TECHNICAL SKILLS

Programming & Backend: Golang, Python, PostgreSQL, GraphQL, gRPC, FastAPI, WebRTC, WebSockets, Docker

Cloud & Infrastructure: AWS, Google Cloud Platform (GCP), CI/CD Pipelines

AI & Data Engineering: GenAI Applications, RAG, LangGraph, Prompt Engineering, AI-native dev tools (Claude Code, Codex, Conductor), Data Analytics

GTM & Developer Relations: B2B Sales Strategy, Technical Writing, SEO Optimization, Content Strategy, Developer Education, Product Demos (Screen Studio), Community Management

Certifications: AWS Certified Cloud Practitioner (CLF-C02) | **Languages:** English (Professional), Mandarin (Native)

PROFESSIONAL EXPERIENCE

Co-Founder & Chief Operating Officer (COO) | *SignalSurf* — Taipei, Taiwan Feb 2026 – May 2026

- Architected and launched an AI-powered GTM platform converting multi-platform social data signals into automated B2B outreach; grew pre-product revenue to **\$4K MRR**.
- Engineered **ByCrawl**, a custom cross-platform social media data API aggregating **14+ platforms** (Instagram, TikTok, Reddit, LinkedIn, X) to resolve APAC data coverage gaps.
- Secured acceptance into the competitive **NVIDIA Inception Program** and **Founders, Inc.** fellowship.
- Directed GTM strategy, competitive intelligence, and pricing infrastructure; built a B2B sales pipeline targeting martech, adtech, and AI training data sectors.

Software Engineer & Developer Relations | *Zeabur* — Taipei, Taiwan Aug 2025 – Feb 2026

- Tripled company revenue from **\$500K to \$1.5M ARR** by managing comprehensive GTM strategies and Developer Relations.
- Orchestrated a technical SEO overhaul that doubled indexed pages from 1.9k to 3.8k, scaling total impressions by **2.1M** and clicks by **63.4k** in 6 months (peaking at 3,600 daily clicks).
- Authored 4+ weekly technical tutorials based on user interviews (e.g., "Silly Tavern", "n8n 2.0"), securing top-tier SERP rankings and driving a **100% increase** in user base within 5 months.
- Designed and deployed cloud platform backend systems using **Golang, gRPC, and GraphQL**; resolved 50+ infrastructure and deployment tickets weekly.
- Partnered with Product to restructure new-user onboarding, reducing time-to-first-value by **20%** and driving a **10% increase** in Team Plan subscriptions via PLG initiatives.

Software Engineer Intern | *Taiwan Mobile & Cloudmile* — Taipei, Taiwan Feb 2024 – Aug 2025

- **Taiwan Mobile (Apr–Aug 2025):** Led the "PI Assessment" platform as PM and full-stack engineer (6 APIs + frontend in a 10-day sprint), coordinating an 8-person team to **95%** sprint alignment. Built a real-time AI meeting assistant on **WebRTC/WebSockets** supporting **200+ concurrent users** at sub-150ms latency; raised ASR accuracy to **95%** via prompt engineering.
- **Cloudmile (Feb 2024–Feb 2025):** Built CI/CD pipelines and RAG-based AI systems for enterprise clients, improving search accuracy and deployment stability; optimized API response latency by **50%**.

EDUCATION

Arizona State University — Coursework toward B.S. in Information Technology | 2024 – 2025 *Departed to pursue full-time entrepreneurship.*