

DAVID JOSHUA LEE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Master of Business Administration Candidate

Stanford, CA

Sep 2025 – Present

CALIFORNIA POLYTECHNIC UNIVERSITY, SAN LUIS OBISPO (Cal Poly)

BS, Economics, Quantitative Analysis; Statistics Minor

San Luis Obispo, CA

Sep 2017 – Mar 2021

- CGPA: 3.94/4.0 | summa cum laude, Dean's List, President's List

Experience

SHIPPO Series E eCommerce shipping company valued at \$1B

Senior Product Manager (Accelerated promotion)

Manager, Strategy and Operations (Promoted 5 levels in 2.5 years)

San Francisco, CA

Nov 2023 - June 2025

Mar 2021 - Nov 2023

0-to-1 Product Initiatives

- Developed and implemented a company-wide audit system that processes \$2B of customer transactions annually for reconciliation errors, preventing profit losses of up to 20%
 - Caught multiple errors with USPS, which would have otherwise resulted in Shippo overpaying by \$1.2M
- Launched Shippo's first-ever product expansion; led 10 engineers to develop 2 new data API endpoints and 5 analytics dashboards, resulting in organic adoption of 25% of existing mid-size customers within 2 weeks of launch

Strategic Revenue Growth

- Co-founded the Strategy and Operations team and led the build-out of firm-wide pricing, go-to-market planning, and strategy and operations for all revenue teams
- Initiated a shift in Shippo's business model toward recurring subscription revenues (from 10% to 20%)
 - Launched the first enterprise pricing model, adding 3% YoY total revenue growth, and initiated a complete revamp of the small-business subscription pricing model, adding another 12%

Profit Loss Mitigation

- Chosen by Leadership to lead a team of 10 people from 6 different teams for crisis management of an error that put 50% of total revenues at risk (60k customers mistakenly charged a cumulative \$3M). Solution resulted in no churn
- Conducted analysis to discover \$2M+ of marketing spend that yielded no revenue. Escalated to VP of Marketing and partnered with him to audit the firm's entire marketing spend, ultimately increasing total net profit by 12%

Internal Leadership

- Planned Shippo's first team offsite after the COVID-19 pandemic. Solely organized travel, logistics, activities, and agenda for 60 people meeting for the first time in person
- Implemented the first-ever intern program and managed one intern. Received feedback that the experience was the best management and learning experience they have ever had

DAVID LEE CONSULTING Personal consultancy and advisory practice for VC-backed startups

Owner

Fremont, CA

Jan 2025 – Present

- Acting Chief of Staff for an AI analytics seed company; responsible for product strategy and business operations
- Worked with a Series C cybersecurity company to diagnose why churn increased 10x QoQ by analyzing 1,000+ historical customers; found that customers who purchased 3+ products churned at a 10x higher rate
- Drove 90% efficiency improvement for a Series E company's sales team by implementing a new lead scoring model

BESSEMER VENTURE PARTNERS (BVP) VC firm with \$10B+ AUM

Fellow (1 of 2 non-engineers)

San Francisco, CA

Jun 2020 – Sep 2020

- 1 of 17 selected to BVP's fellowship; studied entrepreneurship with founders (Justin Kan, Jeremy Stoppleman, etc.)

Additional

- Skills:** Python, SQL, Pandas, Claude Code, Excel, R, Scikit-Learn, Bash, Git, Databricks, Figma, Optimizely, Jira, Fullstory
- Interests:** traveling (14+ countries), eating (have dined at 8 Michelin-starred restaurants), attending 5 Warriors or 49ers games/season, biking 25 miles/week, home barista, learning golf (23 handicap), hacking credit card points