

DAVID JOSHUA LEE

(510)364-3742 | dlee13@stanford.edu | davidjoshlee.com | linkedin.com/in/david-jc-lee | github.com/davidjoshlee

Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Master of Business Administration Candidate

Stanford, CA
2025 – Present

- Arbuckle Leadership Fellow; AI Club; Co-founder of GSB Coffee Club

CALIFORNIA POLYTECHNIC UNIVERSITY, SAN LUIS OBISPO (Cal Poly)

Computer Science and Statistics Minor; BS, Economics, Quantitative Analysis

San Luis Obispo, CA
2017 – 2021

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

Current Experience

VERCEL *AI application company valued at \$9.3B*

San Francisco, CA

Product Intern (Monetization and Growth)

2026 - Present

- First-ever intern on Vercel's product team; building agent-first pricing and 0 to 1 products in Vercel's ecosystem

PRIZMATIC *Gates Foundation and Stanford HAI-funded AI medical research agent*

Stanford, CA

Co-founder, Advisor

2025 - Present

- Secured a design partnership with the World Health Organization to pilot agentic AI evidence synthesis workflows
- Developing an agent harnessing system using LLM-as-a-judge, multi-shot learning, and context engineering that builds medical research reports 100x faster and 500x cheaper than the current gold standard

AI Projects

AI Memory and Agents Research *x.com/aimwithdavid*

2025 - Present

- Publishing 160+ daily technical deep-dives on Agentic RAG and memory scaling to audience of 1k+ on social platforms, establishing domain authority in frontier AI covering companies like Mem0, Sierra, A-MEM, and others
- Authored research paper analyzing memory token economics, context window constraints, and latency tradeoffs

Voice Agent for Stanford Golf Course

2025 - Present

- Developed a voice agent using Vapi and Twilio to automate calls to Stanford's golf course to book tee times

Past Experience

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

San Francisco, CA

Senior Product Manager (Accelerated promotion)

2023 - 2025

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

2020 - 2023

Strategic Profitability Growth

- Added \$1.2M YoY revenue growth by implementing firm's first enterprise pricing model; interviewed 25 customers, analyzed usage of Shippo's 6,000+ SKUs, and implemented 3 packages based on one pricing metric
- Grew revenue \$3M (12% YoY) through revamping SMB subscription pricing; ran two pricing experiments to test price sensitivity and willingness to pay and executed full launch for 120k unique users and signups
- Conducted efficiency analysis with Pandas and Google Analytics to discover \$2M+ of spend that yielded no revenue; escalated to VP of Marketing and partnered with him to audit the spend, ultimately increasing total net profit by 12%

0-to-1 Product Initiatives

- Developed package loss risk score ML model and purchase flow experience to incentivize users to purchase shipping insurance; found that purchase rate was 50bps higher vs. control (\$1M revenue opportunity)
- Orchestrated team of 10 engineers to ideate and release Shippo's first-ever data products; built 2 data APIs and 5 analytics dashboards, resulting in adoption of 25% of existing mid-size customers within 2 weeks of launch
- Saved Shippo \$1.2M in overpayment to USPS by launching company-wide audit and reporting system that processes \$2B of customer transactions annually for reconciliation errors

Additional

- **getdraftedge.com:** built a fantasy football analytics platform from scratch; organically scaled to 15 users
- **Skills:** Claude Code, Snowflake, Prompt engineering, Python, SQL, Pandas, Excel, R, Git, CLI, MCP
- **Interests:** travel (14+ countries), eating (favorite restaurant is San Tung), sports (playing and watching 5 Warriors or 49ers games/season), biking 25 miles/week, home barista, learning golf (22 handicap), hacking credit card points