

DANIEL TSEMEKHMAN

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SUMMARY

Technically fluent sales engineer with a strong background in pre-sales engagements, solution design, and live product demonstrations. Experienced delivering technical POCs for AI and data products, with deep hands-on expertise in SQL, Python, REST APIs, HubSpot, and Salesforce. Passionate about AI/ML and skilled at bridging the gap between complex technical capabilities and business value — translating customer requirements into compelling demos that accelerate deal cycles and close revenue.

EDUCATION

California Polytechnic State University
Bachelor of Science in Statistics

San Luis Obispo, CA
Sep 2021 – 2025

PROFESSIONAL EXPERIENCE

Silo Break | Founder & Product Lead (Side Project) 2025 – Present

- Built core product on Python + React with Merge.dev Unified API (220+ integrations) and LLM-driven conversational schema mapping, enabling non-technical teams to migrate CRM and RevOps data with minimal friction.
- Defined product vision and GTM strategy; executing go-to-market via short-form video content and RevOps community outreach.

Chalice AI | Sales Engineer Jun – Dec 2025

- Delivered end-to-end pre-sales engagements including technical discovery sessions, solution scoping, and live product demonstrations — helping account executives qualify and advance high-value opportunities with startup and enterprise prospects.
- Built and maintained tailored POC environments and demo assets customized to individual prospect use cases, directly supporting deal progression and reducing time-to-close.
- Designed and implemented automated data pipelines across HubSpot, Gong, and RocketLane — reducing manual processing by 40% and maintaining data integrity across the full pre-sales and post-sales funnel.
- Built executive-facing dashboards tracking pipeline health, deal velocity, and conversion KPIs, giving the sales team real-time visibility to drive decisions and remove blockers.

Wineman Group | Lead Developer 2024 – 2025

- Architected and built a two-sided marketplace with full-stack implementation and REST API integrations, demonstrating end-to-end technical solution design from requirements through delivery.
- Applied statistical modeling to buyer behavior data to optimize pricing models and drive marketplace liquidity.
- Designed and implemented dynamic recommendation algorithms, translating business requirements into scalable, data-driven technical solutions.

Numberly | Data Analyst 2024

- Conducted technical analysis across Amazon Marketing Cloud, DV360, The Trade Desk, Meta, and TikTok, identifying insights that optimized ad spend efficiency for enterprise clients.
- Built multi-touch attribution models to quantify campaign ROI across channels, translating complex data into clear, actionable recommendations for non-technical stakeholders.
- Served as a technical resource bridging analytics infrastructure and client-facing strategy, enabling data-driven decision-making at scale.

NecessitEase | Co-Founder 2022

- Founded a subscription consumer goods startup — built and owned the full technical stack, go-to-market strategy, and customer acquisition funnel, gaining early experience translating product capabilities into customer value.

SKILLS & CERTIFICATIONS

Technical: SQL, Python, R, REST APIs, Statistical Modeling, Data Visualization, PySpark (Familiar), AWS

Sales & CRM: HubSpot, Salesforce, Gong, RocketLane, Pre-Sales Engineering, POC Development, Demo Design

AI/Tech: AI/ML Applications, API-first & Consumption-based SaaS, Amazon Marketing Cloud (AWS)

Certifications: Amazon Marketing Cloud (AWS), HubSpot Sales Hub

Languages: English (Native), Russian (Fluent), Ukrainian, French

INTERESTS & PERSONAL

AI Enthusiast: Deeply passionate about frontier AI and the technical challenges of building systems that are powerful and safe. I follow the latest research from Anthropic and others closely, and I'm excited to work at the intersection of cutting-edge AI and real-world customer impact.

Marathon Runner & Mountain Climber: I bring the same endurance and discipline to my work as I do to training. I thrive tackling steep learning curves and pushing through complex problems until the job is done.

Builder: Whether it's a marketplace, a data pipeline, or a physical project, I love building things that work. I take initiative to solve hard problems and ship real solutions.