

Fisher Fraley

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SUMMARY

Curious CS student at Cal Poly SLO with experience bridging technical systems, customer requirements, and business outcomes. Led 40+ structured customer discovery interviews, presented technical solutions to enterprise stakeholders, and built three full-stack AI-powered products end-to-end. Combines strong engineering fundamentals with genuine customer empathy and the communication skills to translate complex problems into clear solutions.

EXPERIENCE

- Lead Engineer** | Senior Design / Engineering Entrepreneurship Project *Sep 2025 – Present*
- Led customer discovery for an e-commerce personalization startup, conducting 40+ structured interviews to surface technical requirements, validate product-market fit, and inform product roadmap decisions.
 - Designed MVP architecture and presented technical roadmaps to faculty advisors and industry mentors, translating engineering trade-offs into clear business language.
- Business Development Representative** | Trestle *Apr 2025 – Aug 2025*
- Engaged 50+ small businesses weekly to promote SaaS automation tools; developed consultative selling skills by diagnosing customer pain points, mapping them to product capabilities, and delivering outcome-focused pitches to non-technical audiences.
- Software Engineering Intern** | Sagetech Avionics, Inc. *Jun 2025 – Sep 2025*
- Tested 90+ components in safety-critical aircraft anti-collision software under FAA compliance; presented complex technical findings to senior leadership as clear, actionable recommendations.
- Software Engineering Intern** | Kollektive Technologies *Jul 2023 – Sep 2023*
- Developed RESTful APIs for data ingestion across distributed enterprise content delivery networks; designed automated simulation tools to benchmark and improve ECDN performance.

PROJECTS

- Alpaca RAG Trader** | Python, ChromaDB, Claude Sonnet *Jan 2026 – Present*
- Autonomous paper trading agent combining RAG with live market data, ingests 6,900+ chunks from investing books into ChromaDB, queries via Claude Sonnet, and executes trades through Alpaca's brokerage API with risk guardrails. Deployed on DigitalOcean, runs daily at market open.
- Moltbook Daily Scraper** | Python, AWS Lambda, Claude API *Feb 2026 – Present*
- Serverless scraper on AWS Lambda that fetches daily posts, analyzes them via the Claude API for innovation and financial signal, and delivers curated HTML email digests automatically.

EDUCATION

California Polytechnic State University, San Luis Obispo Major GPA: 3.36
B.S. Computer Science *Expected Graduation: Jun 2026*

Coursework: Engineering Entrepreneurship, Sales Engineering, Systems Programming, Software Engineering, Databases, Data Structures & Algorithms, Data Science

SKILLS

Technical: Python, TypeScript, JavaScript/React, SQL, C, Java | RESTful APIs, AWS Lambda, SQLite, data modeling
Business & Communication: Customer discovery, stakeholder presentations, requirements translation, consultative selling, technical writing

LEADERSHIP & INVOLVEMENT

Sales Engineering Club, Cal Poly Tech Sales Club — Member *Sep 2025 – Present*
Cal Poly Engineering Mentor Collective — Mentor *Mar 2025 – Present*
Sigma Nu Fraternity — WebMaster, Violence Prevention Chair *Sep 2023 – Present*