

RYAN MINOR

Solutions Engineer · Full-Stack Developer · AI-Powered Builder

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SUMMARY

Computer Science student and two-time Solutions Engineering intern who turns technical software into clear business value for non-technical buyers. Experienced running product demos, leading discovery conversations, and guiding manufacturing businesses through the move from paper-based processes to SaaS software. Builds full-stack and ships fast with AI-assisted development, treating AI as a technical coworker while staying the architect who owns every decision. Seeking an Associate Solutions Engineer / Sales Engineer role spanning technical pre-sales, solution design, and customer onboarding where technical depth meets customer impact.

SKILLS

Solutions Engineering: Technical Pre-Sales, Product Demonstrations, Discovery Calls, Requirements Gathering, Solution Design, Proof of Concept (POC), Customer Onboarding & Implementation, ROI / Business Value Selling, Stakeholder Management, Technical Consulting, Cross-Functional Collaboration

Technical: Python, JavaScript, Go, SQL, PostgreSQL, SQLite, REST APIs, API Integration, HTML/CSS, Django, C#/Unity, Database Design, Git, Cloud / SaaS

AI-Augmented Development: Claude Code & Claude Cowork, MCP integrations (Gmail / Calendar / Drive / Slack), multi-agent orchestration, AI-assisted code review, spec → plan → build → verify workflow, Obsidian knowledge base

Tools: Git/GitHub, VS Code, Render, pytest / Behave (BDD), pandas, BeautifulSoup, matplotlib, Slack, Excel

Domains: B2B SaaS, Enterprise Software, Customer Success, Business Process Analysis, Technical Documentation, Agile Collaboration

EXPERIENCE

Solutions Engineer Intern, SnapSOP

May 2025 – Present

- Delivered **13 product demonstrations** to manufacturing businesses across Colorado, translating technical software capabilities into clear business value for non-technical owners, operations managers, and executives.
- Led **discovery conversations with 24 prospective customers** to uncover operational pain points and gather requirements, mapping paper-based workflows to fitting software solutions.
- Represented the company at **COMP 2025**, a regional manufacturing conference, presenting the product to hundreds of attendees and answering technical questions live; selected to represent SnapSOP again at **Colorado Fusion Week (July 2026)** and the October 2026 conference.
- Guided business owners through the transition from paper-based processes to digital SOP systems, articulating the operational impact and ROI of software adoption.
- Restructured the bug-tracking system and documented **40+ issues** by type, priority, and ownership to improve cross-team visibility; resolved customer-facing UI/UX issues with HTML and CSS.

Full-Stack Developer Intern, Why Not Go Pro

May 2024 – Aug 2024

- Independently designed and built a working score-tracking demo for the client to evaluate: a **Go + PostgreSQL** JSON API integrating the client's API to display live data from **6 Dr. Dish basketball machines**.
- Architected the backend storage layer and built real-time leaderboard and ranking logic (ranking by points and shooting percentage), backed by unit tests and a SQL leaderboard view.
- Delivered the prototype and handed off the full codebase to the client as **sole developer**, walking through the backend logic, API integration, and interface so the client could run and extend it.

Founder & Manager, M&M Power Washing

May 2020 – Aug 2022

- Founded and ran a service business, managing a 3-person team and coordinating project scheduling across neighborhoods.
- Met with **193 prospective clients** and closed **140 into paying contracts (73% close rate)**, securing **\$20,000+ in revenue** within three months.
- Owned the full customer relationship from lead generation and discovery through delivery and account management.

PROJECTS

RockCity: Deployed Full-Stack SaaS · Python, Django, SQLite, JavaScript, pytest / Behave (BDD), Render

- Built a gamified web application as one of **six developers on an Agile team** (UCCS Software Engineering); deployed to Render with a pytest + Behave (BDD) test suite and coverage reporting.

Resume Website Builder · JavaScript, pdf.js, Client-Side Web App, GitHub Pages

- Built a browser app that turns a résumé PDF into a styled, ready-to-use résumé website entirely in the browser with no backend: account sign-in, pdf.js text extraction, automatic section parsing, live preview, one-click download, and a shareable QR code.
- Deployed on GitHub Pages with a one-click demo mode offering six sample résumés.

Cache Design Exploration · Python, matplotlib, Computer Architecture

- Built a configurable cache simulator quantifying how associativity, capacity, block size, and replacement policy affect performance; classifies misses with the 3C model and generates CSV + matplotlib charts, backed by unit tests.

CVPR Author Analytics Tool · Python, pandas, BeautifulSoup, CLI, pytest

- Scraped multi-year CVF Open Access conference data to surface top contributors and authorship trends, exporting clean CSV / Excel reports for stakeholder review.

My Resume Website · HTML, CSS, JavaScript, WebGL / Canvas, Responsive

- Built a multi-page personal site from scratch in plain HTML, CSS, and JavaScript with no framework or build step, featuring a WebGL hero shader, an animated Obsidian-style knowledge graph, goeey morphing text, a tubelight navigation, and smooth page transitions, all dependency-free and fully responsive.

Additional: CinderCity (Unity / C# team game).

EDUCATION

B.A. Computer Science · University of Colorado Colorado Springs (UCCS)

Expected Dec 2026

Relevant Coursework: Data Structures & Algorithms, Object-Oriented Programming, Computer Architecture, Operating Systems, Computational Linear Algebra, Discrete Structures, C/C++, Technical Writing