

# Khoi Lam

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## EDUCATION

### Stanford University | Stanford, CA

2024 – 2028

*Bachelors of Science in Computer Science, AI Specialization*

## CLUBS/ACTIVITIES

### ASES Summit | President and Former Marketing Team Lead

Oct 2024 – Present

- Stanford's Largest Entrepreneurship Event
- Personally invited world-class speakers like Ali Abdaal, Dr. K, Naveen Jain, Sahil Bloom, and Ramit Sethi with a combined following of 16M+ across social media platforms
- Developed a large scale official [Stanford ASES Summit Portal](#) for the delegates and speakers to use

## EXPERIENCE

### Founder & CEO

Apr 2025 – Present

*Startups Launch (Software Development Agency) — Team size: 12 people*

*Stanford, CA*

- Built a partnership with Web Prodigies (120k+ subscribers on YouTube) for distribution and leads generation
- Bootstrapped with my co-founder at Stanford to \$45,000 MRR (3 clients/month on average), specializing in developing full-stack web/mobile apps for startups and mid-size companies

### Chief Technology Officer (CTO)

Jun 2025 – Present

*Admitium*

*Remote*

- Migrated the platform from WordPress to Next.js, fully redesigned the landing page, checkout flow, and course experience, increasing the conversion rate from 3% to 10%, and integrated PostHog Analytics (funnel and course)

### Lead Full Stack Software Engineer (Mobile and Web Apps)

Jan 2025 – Present

*Vimes AI*

*Stanford, CA*

- Developed an app using React Native, added MFA, profile management, and a CARE assessment form for real-time child protection reporting, and published it onto the App Store
- Implemented in-app messaging and analytics pages, geographic hotspots, and user engagement. Currently working on the web app using Next.js

### Full Stack Software Engineer Intern

Jun 2024 – Sep 2024

*Internash Global Services*

*Houston, TX*

- Migrated the company's website from WordPress to a modern, high-performance Next.js website, cutting average page load times by 50% and increasing user engagement by 30%
- Programmed a custom internal web app to streamline the company's extensive database operations, reducing data-entry errors and improving repair turnaround times

### Data Analyst & Mobile App Developer Intern

Dec 2022 – Aug 2023

*Gateway Global*

*St. Louis, MO*

- Analyzed revenue and demographic data for 50+ local businesses in Hyde Park, presented a comprehensive final report with demographic and GIS-based visuals to NGA Deputy Director for company's strategic expansion
- Developed a React Native mobile app with GIS interactive maps for Laumeier Park for visitors and staff

### Master Coach

May 2022 – Aug 2022

*Productivity Algorithm Course, Mike Dee (1M+ Subscribers YouTuber)*

*Remote*

- Planned and led coaching sessions with Mike Dee, overseeing & training 5+ coaches and delivering 1-on-1 guidance to 15+ high-ticket students—achieving a 100% program-completion rate
- Hosted 12+ events for 130+ international students, earning a 95% overall course-satisfaction rating

## TECHNICAL SKILLS

**Languages:** Python, Java, C++, TypeScript, JavaScript, HTML & CSS

**Frameworks:** Next.js, React, React Native

**Backend:** AWS, Azure, Supabase, Convex

**Tools:** Vercel, Fly.io, Docker

**AI:** OpenAI, Anthropic, ElevenLabs

**UI Libraries:** Tailwind CSS, Radix UI, ShadCN UI, Magic UI, Aceternity UI