# Ethan Teng

Founder & Engineering Lead

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Product and growth experience, with hands-on ownership from architecture to production.

## CURRENT WORK

### HelloPorch
Founder / Builder
Current

- Founded HelloPorch to make family video calls simpler for people with dementia, Parkinson's, or limited dexterity.
- Own product development across the tablet, large-button keypad, and family calling experience.

### Ask Linc
Founder / Builder
Current

- Own product and engineering for a conversational financial planning product.
- Bring account data, scenario analysis, and explainable calculations into one experience.

### Uncloud
Founder / Builder
Current

- Own product and engineering for a household personal cloud on existing hardware.
- Build with ASP.NET Core, React/TypeScript, and SQLite, including separate accounts and file imports.
- Integrate Syncthing for device sync and an optional Tailscale-based tunnel for remote access.

### Navi Nurses
Engineering Lead / Founding Engineer
Current

- Own .NET / XAF APIs, React web, React Native mobile applications, and chat for the platform supporting care teams.
- Run Azure infrastructure and CI/CD, with responsibility for releases and production reliability.
- Orchestrate AI agents across delivery, retaining ownership of architecture, review, and production outcomes.

## EDUCATION

### Stanford University
B.S. in Computer Science

## TECHNICAL & PRODUCT SCOPE

.NET / XAF APIs · React · React Native · Chat · Azure · CI/CD · AI-agent-orchestrated delivery · SQL & analytics · Product strategy · Onboarding & pricing · Experimentation

## PREVIOUS EXPERIENCE

### meez
VP, Growth & Self-Serve Revenue
Mar 2023 – May 2025

- Built the self-serve revenue motion from scratch, owning strategy and execution.
- Reached 50% activation within seven days and reduced time-to-value from a month to a day.
- Owned onboarding, pricing, lifecycle campaigns, and the product analytics foundation.

### Postman
Senior Data Scientist, Growth
Nov 2021 – Feb 2023

- Helped the growth team scale the self-serve business past $100M ARR.
- Built free-to-paid forecasting with less than 5% variance from actuals.
- Used behavioral analysis, experiments, and reporting to guide product decisions.

### Recurly
Head of Growth
May 2018 – Nov 2020

- Built the first Growth team and led the shift toward product-led growth.
- Tripled activation and increased average revenue per user 1.5× through lifecycle and pricing experiments.
- Introduced cohort-based growth modeling to guide go-to-market strategy.

### Braintree / PayPal
Product leadership
Apr 2016 – Nov 2017

- Led the launch of ACH as Braintree's first bank payment method.
- Coordinated product delivery across more than 15 engineering and operations teams.
- Led work on global card routing and managed product managers and data analysts.

### Daylight
Head of Product & Growth | 2020–2021
Led the launch of a consumer banking app for the LGBTQ+ community.

### Zipongo
Senior Product Manager | 2015–2016
Scaled a digital health platform for Fortune 500 employers.