

JUSTIN R. HILL

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PROFESSIONAL EXPERIENCE

Software Engineer, Figma

New York, NY | March 2023-present

- Software Engineer on the Monetization team, building features that expanded revenue opportunities and supported Figma's IPO readiness as Figma scaled from 250M to 1B+ in ARR.
- Co-led a major initiative modernizing Team/Org draft workflows, driving \$20M in incremental ARR.
- Contributed to the re-architecture of billing systems from product-based to seat- and bundle-based licensing, enabling centralized admin control and supporting rollout of new pricing tiers (Collab, Dev, Expert).
- Engineered FigPals, a Tamagotchi-inspired in-product experience that became a viral hit with 1.5M+ creations in two weeks, strengthening community engagement and brand affinity.

Research Fellow, Contrary Research - early-stage venture firm

New York, NY | March 2024-present

- Authored in-depth memos on leading private tech companies (e.g., Perplexity, Docker, Anduril), contributing to a research platform with 50,000+ weekly subscribers.

Engineering Team Lead, University Impact - student-run impact investing fund

Provo, UT | Oct 2022-Feb 2023

- Led 5-person team automating client onboarding and daily accuracy checks for donor accounts managing \$100M+ AUM.

Software Engineering Intern, Figma

San Francisco, CA | May 2022-Aug 2022

- Built onboarding flows impacting 40k weekly users; launched a permissions feature to request file access boosting file access rates 33% and driving \$2M in incremental ARR.

Software Engineer, Lovage Labs - YC Winter 2022 backed; HI labs alumni

Provo, UT | June 2021- Feb 2022

- Crafted and implemented an internal script to analyze crucial call-performance metrics, including call volume per customer and associated ROI and then collaborated with CTO to build a frontend application to display stats.
- Authored Python scripts enabling Lovage's language model to efficiently manage and automatically respond to the social media direct messages on behalf of 10 clients, utilizing Google Dialogflow agents and Twilio communication APIs.

Data Science Intern, Inari Medical

Irvine, CA | April 2021-August 2021

- Presented ML strategies to executives, streamlining clinical study design and identifying patient care trends.
- Automated daily case updates and FDA reporting via Slack/Salesforce integrations, reducing manual workload.

Lead Computer Science Instructor, Juni Learning - Series A online education startup

Remote | Nov 2020-Sep 2021

- Executed weekly Computer Science lesson plans for 8+ high-school aged students each week, teaching beginning and intermediate-level courses in Python, Data Science, Artificial Intelligence, Java, and JavaScript in a one-on-one format.

EDUCATION

BRIGHAM YOUNG UNIVERSITY

Provo, UT | Dec 2022

Bachelor of Science in Computer Science | Minor in Business Entrepreneurship; GPA: 3.94

Honors: Cum Laude; Phi Eta Sigma Honors Society, National Merit Commended Scholar

STUDENT LEADERSHIP AND EXTRACURRICULAR EXPERIENCE

Chief of Staff, Sandbox - BYU's on-campus startup incubator

Provo, UT | July 2022-July 2023

- Mentored 110 student entrepreneurs from ideation to VC pitches.
- Implemented code review processes supporting 60+ student engineers weekly.

Vice President of Technology, ALPHA - 501c3 non-profit helping first-gen college students

Provo, UT | June 2020-June 2023

- Led complete website redesign, significantly improving user experience.
- Volunteered weekly teaching math fundamentals, contributing to 10% more college applications, a 5-point ACT increase, and 30% higher financial aid awards for underserved students.

Section Mentor, Stanford University - Code in Place

Remote | Apr 2025-June 2025

- Mentored students in CS106A (Intro to Python & Computer Science) through weekly lectures, code reviews, and Q&A.

Volunteer Representative, The Church of Jesus Christ of Latter-day Saints

Taichung, Taiwan | May 2018-April 2020

- Developed and executed English class lessons with 30-40 local students each week
- Trained and orchestrated efforts of 20+ missionaries as peer leader for over a year
- Served as English ↔ Mandarin translator for 100+ local members in quarterly leadership meetings.

INTERESTS

- Endurance athlete (8 marathons, Ironman 70.3), avid soccer player, skier, and cyclist; Fluent in Mandarin Chinese