





Stephen Crosby

Software Engineer | Architectural Leadership | Product Growth

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Professional Summary

Senior Software Engineer with 20 years of experience building and scaling web platforms, APIs, and developer tooling. Proven track record of driving multi-million-dollar product launches, leading organizational shifts toward API-first and modular frontend architectures, and mentoring teams to deliver faster with higher quality. Adept at balancing technical vision with business impact, aligning cross-functional stakeholders, and creating sustainable platforms that power long-term growth.

Core Skills

- **Languages:** JavaScript/TypeScript, Ruby, Go, Python, C++
 - **Frontend:** React, modular packages, design systems
 - **Backend & Data:** Postgres, MySQL, GraphQL, Redis, MongoDB
 - **Infrastructure:** AWS, Kubernetes, Docker, Terraform, CI/CD
Practices: API-first design, system architecture, DDD, OOP, functional programming, mentoring, debugging, scaling distributed systems
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Experience

Dropbox – Senior Software Engineer (IC4), DocSend

Remote | Nov 2021 – Present

- **Architected and launched Advanced Virtual Data Rooms** (a new line of business) with two engineering teams, driving **\$5M ARR in the first 12 months** and surpassing **\$10M ARR to date**—the strongest growth driver in DocSend since launch.

- **Led end-to-end development of One Step Checkout**, delivering a **5.2% lift in checkout conversion** and a **projected 9% ARR increase**. Directed cross-functional efforts across Engineering, Product, Finance, and Data Science; mitigated financial reporting blockers; and simplified the codebase by retiring legacy checkout logic.
 - **Guided a multi-year organizational shift to an API-first, modular frontend architecture**, championing proof-of-concepts, RFCs, code generation, and reusable packages. Built alliances across teams and achieved organizational alignment, reducing maintenance overhead, accelerating development velocity, and improving long-term sustainability.
 - **Accelerated delivery of Advanced Data Rooms (2024)** by training the team on faster frontend practices. Enabled on-time delivery for a critical marketing launch that would have been impossible with legacy approaches.
 - **Identified and eliminated systemic inefficiencies**, including retiring sprockets (saving ~730 engineer-hours annually) and optimizing the upsell modal system (reducing ~1M daily requests to <200).
 - **Mentored teammates through architecture and design**, modeling modular, scalable practices and influencing engineering culture toward sustainable, high-quality codebases.
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Google – Software Engineer, Search

Mountain View, CA | Mar 2021 – Nov 2021

- Built a **query language and engine** enabling engineers to analyze massive log datasets and extract targeted insights.
 - Rescued an unfinished, unfamiliar project by driving it to completion and shipping to production.
 - Conducted usability research to guide new product development in Search infrastructure.
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SecureDocs – Principal Software Engineer

Goleta, CA | Oct 2017 – Mar 2021

- **Designed serverless workflows** on AWS Lambda + Kinesis for large-scale document processing.
- **Built and maintained GraphQL API** (Ruby/MongoDB), providing a unified access layer across products.
- **Optimized CI/CD pipeline** using Terraform, Docker, Drone.io, and AWS autoscaling — reducing build times from 90 → 15 minutes and cutting per-build costs to \$0.25.

- **Rebuilt e-signature product** to support complex workflows and created a SAML service provider adopted by hundreds of enterprise customers.
 - **Prototyped migration from MongoDB to Postgres**, solving “dual-write” issues and unlocking transactional guarantees.
 - Mentored junior engineers and worked directly with customers on escalations.
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RightScale – Principal Software Engineer

Santa Barbara, CA | Aug 2010 – Oct 2017

- **Led a team of 8–12 engineers** in a multi-year refactor of a core unmaintainable component, restoring stability and enabling safe iteration.
 - **Created Global Object and ACL services** (Ruby/Postgres), powering identity, authorization, and authentication across global scale systems.
 - **Containerized legacy systems**, reducing infrastructure costs by 30%.
 - Designed the **New Server Wizard**, used to launch millions of customer cloud instances.
 - Built the **Network Manager UI** for managing cross-cloud networking resources.
 - Implemented i18n strategy, unlocking sales growth in Japan.
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The Fresno Bee – Web Developer

Fresno, CA | May 2006 – Aug 2010

- Built newsroom publishing software for election results, weather/air quality data, and GIS crime maps.
 - Developed and maintained a high school sports statistics database in PHP/MySQL.
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Education

California State University, Fresno — B.S. Computer Information Systems (2007)

Leadership & Community

- Open source software contributor
- Eagle Scout & proud father
- Private pilot & wilderness enthusiast