


 | [linkedin](#) | [GitHub](#) | [Website](#) | Resume

tl;dr I'm a product obsessive that finds great pleasure in finding things out¹ and enthusiastically sharing that knowledge². My car license plate says "scrap!"³. My sales approach is a gardener teaching other to garden: nurturing relationships over time, not passively fishing or hunting for quick kills.

I created this [pull request](#) on GitHub. @joethreepwood said, "This looks great!" @rafaeelaudibert and @Zaltsman reacted with .

The PR added a dynamic URL to the LinkedIn button on the [/academy](#) page. It now pre-fills the certification form to post on LinkedIn. By doing this, user satisfaction ascends and shareholder value increases!

I told the world about my [Post-it note Cerification](#) to boost my chance of getting hired by 20%.

A few other tidbits about me and my interest in working at PostHog as a TAE/TAM:

- I want to join PostHog because I can help it grow and want to be in a more technical role. Technical AND Sales. [por que no los dos?](#)
- Salary expectations are aligned. While I'm in interviewing with others, this is my uber duper first preference.
- I've managed sales teams from \$4M-11M revenue. Increasing their income was my greatest accomplishment.
- Leadership is learned in the hot seat. I developed a [stakeholder simulation](#) for NYU Stern's MBA program that mirrors the cross-functional dynamics a PostHog TAE/AM will navigate with their customers.
- Prior workplaces said I stood out for the wrong reasons⁴. It's draining. PostHog feels like a place where I can finally stand tall without the mask.
- It's freeing to know that most people are trying to figure it out too.
- My personal site, [humaine.studio](#) is built with Jekyll, GitHub Pages, Markdown, HTML/CSS/JS so I could better learn Git. PostHog web analytics is installed.

- `gilfoyle-tech-reviewer` is the Claude agent I created to practice save #vibecoding. [GitHub](#).
 - [I built this...sorta](#). In response, Gilfoyle said I'm a "[dilettante with systems instincts](#)".
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1. I'm currently reading [The Pleasure of Finding Things Out](#) by Richard Feynman ↩
2. A previous life (see resume) had me traveling to Canali's factory in Milan to learn the 200 steps it takes to make their suits. ↩
3. my graduate school study group was called the "scrappy mallards" and vanity license plates are HUGE in the state of Virginia ↩
4. imagine being the exclamation mark in Amy Krouse Rosenthal's [book](#) ↩