

SEAN COYNE

ENGINEERING LEADER

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in @seanmartincoyne

📍 San Francisco, CA

Engineering leader with 13+ years in health tech, building and scaling products from 0→1 to \$100M+ revenue. Known for a bias to launch, turning ideas into revenue-generating products while keeping scalability in mind. Strong technical leader with hands-on expertise across software, data, and cloud systems.

EDUCATION

Master of Business Administration

Cleveland State University
Cleveland, Ohio

Bachelor of Science

Kent State University
Kent, Ohio

SKILLS

// Leadership
Mentor & Coach
Hiring & Growing Teams
Project Execution
Health Tech
Executive Communication

// Technical
Python | Go | Typescript | Scala
REST | GraphQL | gRPC
K8s | Docker | Git | AWS Cloud
Kafka | Spark | SQL | Airflow
Scrum | Process Improvement

CERTIFICATIONS

- AWS Certified AI Practitioner
- AWS Certified Developer
- AWS Certified Machine Learning
- Databricks Certified Associate
Developer for Apache Spark 3.0
- Confluent Certified Developer for
Apache Kafka
- Certified Scrum Master
- Project Management Professional
(PMP)
- Certified Information Systems
Security Professional (CISSP)

PROFESSIONAL EXPERIENCE

SR DIRECTOR SOFTWARE ENGINEERING *GoodRx | San Francisco, CA | Oct 2024 - Present*

- Scaled and led a 30+ engineer org (7 teams, 4 managers) to deliver platforms driving 30% YoY revenue growth and \$130M+ annual revenue.
- Built and launched new revenue lines with the Chief Pharmacy Officer, integrating EHR APIs that generated \$30M+ annually through manufacturer partnerships.
- Drove 0→1 initiatives including mobile display ads (+\$9M revenue) and AI-powered search that improved user discovery (+5% claims lift).
- Developed and scaled backend systems powering home delivery and condition-based subscription products.
- Hired, mentored, and scaled high-performing teams, building a fast-moving engineering culture focused on shipping and impact.

DIRECTOR SOFTWARE ENGINEERING *GoodRx | San Francisco, CA | June 2022 - Oct 2024*

- Led the build of the ads platform unlocking \$20M+ in video, direct media and programmatic sales.
- Managed org of 20+ full stack software engineers across 5 teams supporting \$100M+ revenue.
- Reduced time to launch for critical brand drug cash savings product from 5 months to 4 hours.
- Supported 200 pharma partnerships through a deep understanding of the healthcare industry.

MANAGER ENGINEERING, DATA *GoodRx | San Francisco, CA | Feb 2021 - June 2022*

- Managed a team of 6 software and data engineers. Founded Spark ecosystem at GoodRx.
- Created near real time pipelines using API Gateway, Firehose, Lambda, Aurora, DynamoDB.
- Led development of Go microservices for personalized messaging via email, SMS and push.

STAFF ENGINEER, DATA *GoodRx | San Francisco, CA | Jan 2020 - Feb 2021*

- Led, delegated and managed work for team, enabling millions of dollars in marketing spend.
- Enabled Airflow for Data Science to self-service launch models into production.
- Created big data pipelines using Python, SQL, Airflow, AWS Glue, Data Lake on S3.

PRINCIPAL ENGINEER, DATA *GoPro | San Mateo, CA | Mar 2019 - Jan 2020*

- Spearheaded the ideation and creation of the first customer datamart unlocking a 200% increase in email engagement. Built using Spark, Scala and Airflow.
- Designed and developed data models for optimal extraction, transformation, and consumption of camera, app, email and marketing data using SQL, Python and Scala.
- Designed and implemented company wide data quality and data cataloging tooling.

LEAD ENGINEER, DATA *Nuna Health | San Francisco, CA | Nov 2017 - Mar 2019*

- Mentored, coached, and trained a team of 6 in SQL, Python and Scala.
- Created AWS hosted data pipelines using Scala + Python reducing processing time by 20%.
- Improved code via Spark tuning, achieving a 45% reduction in data pipeline run-time.

DIRECTOR, NEW PRODUCT DEVELOPMENT *Foxbrim | Austin, TX | Feb 2017 - Nov 2017*

- Managed 4 FTEs, supervised product portfolio including new product development.
- Implemented standardized launch processes which grew sales volume by 25%.

ASSOCIATE DIRECTOR, DATA PIPELINE IMPLEMENTATION *The Advisory Board | Austin, TX | Aug 2014 - Feb 2017*

- Managed 1 FTE + implementaiton for 30 clients, generating \$9M in contract revenue.
- Formulated and executed a standardized implementation process resulting in a 40% reduction in time-to-launch, which was adopted across two different teams.

SOFTWARE DEVELOPER *The Cleveland Clinic | Cleveland, OH | Jan 2013 - Aug 2014*

- Full stack developer, built web application using C#, ASP.NET, HTML, JS and SQL..