

Mason Lee

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SKILLS

Technical: Python, R, SQL, JavaScript, HTML/CSS, C++, Claude Code, MCP/API integration, Cursor

Data: Statistical modeling, econometrics, causal inference, linear models, spatial analysis (QGIS)

Platforms: HubSpot, HeyReach, ZoomInfo, Instantly, Figma, Google Workspace, Excel

EDUCATION

University of California, Los Angeles | B.S. Economics / B.S. Statistics & Data Science Sep 2022 - Jun 2026

3.85 GPA (unweighted) | Dean's List x12 | Double major

EXPERIENCE

ReadyAI + AcquiOS (acquios.ai, readyai.ai) | Account Executive, Revenue & Operations Lead Jan 2024 - Present

AI-powered commercial real estate underwriting platform. First revenue hire. Worked directly alongside CEO and CTO.

- Built the company's full go-to-market function from zero, reaching \$4M ARR and closing contracts with public REITs and institutional CRE operators

- Designed and shipped a 16-page production website with a complete design system, writing HTML, CSS, and JavaScript without a CMS

- Built and operated a full AI-assisted revenue tech stack: HeyReach automated outreach, ZoomInfo prospecting, Instantly deliverability, and HubSpot pipeline management

- Developed MCP integrations connecting Claude Code to LinkedIn outreach, CRM workflows, and Figma ad creative pipelines

- Conducted end-to-end hiring for an AI Analyst role: wrote the job description, built the interview rubric, ran all candidate screens, and made the final hiring decision

- Collaborated with CTO on product positioning, demo architecture, and technical objection handling for AI/ML skeptics at institutional clients

Helios Ventures | Analyst Jun 2024 - Feb 2025

Late-stage and pre-IPO venture capital firm.

- Researched and presented investment opportunities to firm partners, contributing to \$20M in capital deployment decisions

- Attended executive meetings with portfolio company leadership and prospective clients

- Rebuilt and maintained firm's deal database and contact infrastructure

Zeta Beta Tau | Chapter President Mar 2024 - Apr 2025

90-person chapter organization, president elected from membership.

- Managed day-to-day operations and finances for a 90-person organization, growing chapter revenue 60% through operational restructuring

- Led cross-functional coordination with LAPD, UCPD, and UCLA Dean of Students during a direct campus threat to the chapter

Serene Team / BLP | Real Estate Intern May 2022 - Aug 2023

- Managed CRM and lead tracking in Follow Up Boss, attended property showings, and led negotiations on a residential transaction

EDUCATION DETAILS

Relevant coursework: Statistical Analysis, Econometrics, Theory of Linear Models, Advanced Money and Banking, Advanced Macroeconomics

Extracurriculars: Bruin Sports Analytics, Geffen Academy Debate Team (Captain and Founder), Poker Club (Founder)