

Yansen Zhou

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WORK EXPERIENCE

VAPI, San Francisco, CA

Jan 2025 - Sep 2025

Staff software engineer

- Joined as a forward-deployed engineer and closed multiple **six figure enterprise deals** within two months.
- Promoted to lead a forward-deployed team of 3 engineers; together drove **mid-seven-figure ARR** through product integrations and deal conversions.
- Later led the **product team** (5 engineers, 1 designer) as both **PM and tech lead**, shipping core enterprise features including **Workflow, Logging, Outbound Campaigns**, and others that expanded customer retention and revenue. Responsible for 2x revenue growth during this period.

Hippo Scribe (YC W23), San Francisco, CA

Jun 2022 - Dec 2024

Founder

- Founded an **AI scribe platform** for small clinics; scaled to **thousands of practices**, achieved **90+ NPS**, and became **profitable**.
- Built the entire product stack - Chrome extension, AI documentation engine, and EMR integrations - while managing sales, support, and growth solo.
- Was part of **YCombinator** Winter 23 batch
- Iterated through multiple failed ideas before Hippo Scribe

Meta, Menlo Park, CA

Jul 2020 - Jun 2022

Senior Software Engineer, iOS

- Built and launched the **credit-card scanning** feature for Facebook & Instagram using on-device computer vision.
- Shipped core **Threads** features including emoji suggestions and status updates to boost engagement.
- Delivered onboarding and performance improvements across major **iOS** surfaces.

Airbnb, San Francisco, CA

Apr 2019 - Jul 2020

Software Engineer, payments

- Led a team of 3 to build a **caching system** that improved payment-gateway **latency 10×** and **doubled throughput**.
- Re-architected the **bank payout system**, cutting **P0 incidents** from 3 per week to near zero.
- Mentored junior engineers and led incident reviews and quality initiatives across the Payments org.

Snap Inc., Los Angeles, CA

Dec 2016 - Mar 2019

Software Engineer, iOS

- Founding iOS engineer on **Discover Feed**, helping grow from 0 to **100 M+ DAU** via rapid feature iteration and A/B testing.
- At one point contributed the **most iOS PRs** company-wide.
- Worked across the full stack (iOS) - UI, media playback, recommendations, networking, and offline caching.