

Milhane Bekkaye

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J-1 visa candidate, does not require sponsorship

EDUCATION

- University of Florida** **Fall 2025**
Exchange Student *Gainesville, FL*
- Relevant coursework: Artificial Intelligence, Entrepreneurship, Innovation, Leadership, AI Tools in Business
- ISAE-SUPAERO** **2023 – 2027**
Aerospace Engineering (Master's) *Toulouse, France*
- Relevant coursework: Aerodynamics, Physics, Thermodynamics, Statistics, Java, C, Python, Entrepreneurship

EXPERIENCE

- Walter Learning** **Jan 2026 – Jul 2026**
Chief of Staff Intern *Marseille, France*
- Managed up to 220K monthly paid acquisition budget across Google Ads, Meta, and third-party lead generation platforms for a 20M/year EdTech company
 - Reduced Cost per Acquisition by 13% and grew daily lead volume by 39% (180 → 250/day) by optimizing bidding strategies, audience targeting, and budget allocation across formation offers
 - Increased landing page conversion rate by 23% by designing and running systematic A/B tests across copy, layout, and CTAs on high-traffic acquisition pages
 - Led product development of an internal A/B testing tool alongside 3 engineers, cutting campaign analysis time by 93% (30 min → 2 min) and enabling faster data-driven decisions at scale
- Flyte** **Nov 2024 – Present**
Founder & CEO *Toulouse, France*
- Founded and scaled Flyte (beflyte.com), a community-driven carpooling platform, from zero to 2,000+ users within 6 months, facilitating 300+ rides and securing 15K in funding
 - Designed and built full-stack mobile application using Flutter/Dart and Firebase, implementing real-time messaging, Stripe and Google Maps API, and optimizing app load times by 50% through caching and pre-loading
 - Won PwC's startup competition and earned invitation to exhibit at VivaTech (Europe's largest tech conference)
- SUPAERO Junior Consulting** **Dec 2023 – Feb 2025**
Business Development & Prospecting Manager *Toulouse, France*
- Secured 24K in high-value contracts including 18K Airbus engagement, leading prospecting, pitch development, and negotiation from initial contact to signed agreement

PROJECTS

- Harvey — AI Accountability Coach** | *Next.js, TypeScript, Supabase, Anthropic API* **2026 – Present**
- Built a full-stack AI coaching web app that knows your goals, tracks your projects, and proactively tells you what to work on — designed to eliminate context-switching overhead for entrepreneurs juggling multiple projects
 - Engineered a custom persistent memory system using the Anthropic API, giving Harvey coherent long-term knowledge of each user while keeping inference costs low through model routing and optimized context management
 - Launched to a closed beta of 10 entrepreneurs, achieving 30% free-to-paid conversion with zero marketing

LEADERSHIP

- SUPAERO Star'Venture** **Feb 2024 – Feb 2025**
Founder & President *Toulouse, France*
- Founded entrepreneurship association from scratch, building a team of 20+ members and establishing mentorship programs that supported the launch of 7 student ventures within the first year
- ENAC Aviation Hackathon** **Feb 2025**
Winner & Best Pitcher Award *Toulouse, France*
- Won France's largest student aviation hackathon (100+ participants) with a sustainable aviation solution, earning Best Pitcher Award for business case presentation and technical feasibility analysis

ADDITIONAL INFORMATION

Languages: French (Native), English (Fluent), Spanish (Intermediate), Italian (Beginner)

Skills: Python, Typescript, React, Java, GCP, Meta/Google Ads, RAG, LLM API Integration, Prompt Engineering