

Samarth Gugnani

Forward Deployed Engineer — six years taking ambiguous problems to production, most of it as the only engineer on the system

I build production systems against other people's constraints: their stack, their data, their APIs and their deadline. Backend and data engineering underneath, LLM and agent systems on top, and I build the guardrails that decide where an agent runs alone and where a human signs off.

Remote | Six years remote for distributed teams | **Overlap hours to suit: US, EU or APAC**

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HIGHLIGHTS

- Delivery against client environments.** Ran an engineering services company that **delivered for 15+ international clients in under a year**, then shipped a zero-to-one build for **Shield (a16z-backed)** in four months as the engineer on it, and **landed Frontier.xyz** as a client for an API-as-a-service product I built and sold into B2B.
- Production AI, not prototypes.** Thirteen chained prompts turning a rendered page into a structured, personalized output across **5,000+ accounts**. The extractors abstain when confidence is low, and anything that cannot be traced back to its source is quarantined with a reason rather than shipped.
- Revenue infrastructure under concurrency.** Built the credits and API-key billing platform that thousands of long-running hosted AI agents ran on at **Eliza Labs** (15,000+ GitHub stars), at the edge on Cloudflare Workers, through a **\$20M round**.
- Ambiguity to schema.** Reverse-engineered TikTok's private API and resolved the same creator across **five platforms** that agreed on nothing into one model, cutting data-layer response times **60%**.

PROFESSIONAL SUMMARY

Software engineer with six years building backend and data infrastructure, most of it as the first or only engineer on the system and almost all of it remote for distributed teams. I have spent most of my career on the delivery end: 15+ client engagements at my own services company, a zero-to-one product for an a16z-backed startup, and an API-as-a-service business I built, positioned on 50+ customer interviews, and sold into B2B customers. Most recently **Senior Software Engineer and core maintainer at Eliza Labs**, an open-source AI-agent platform with 15,000+ GitHub stars, where I owned the billing platform thousands of hosted agents depended on. I learned where an automated agent cannot be trusted the hard way. My own extractor once read a truncated source document and almost reported the wrong system of record into a live campaign. Now the extractors abstain when confidence is low and every row carries its evidence. Deciding what an agent settles alone and what a human signs off is the part of this work I care most about.

TECHNICAL SKILLS

- Languages and Cloud:** Python, TypeScript, JavaScript, Node.js, SQL, REST API design, webhooks, microservices, idempotency and retry semantics, Cloudflare Workers, AWS Lambda, Vercel, Railway, Docker, Git, CI/CD
- AI and Agent Systems:** Anthropic Claude API, OpenAI API, Claude Code, Cursor, MCP integrations, LLM workflows, prompt engineering, multi-agent pipelines with adversarial verification, embeddings and vector search, signal extraction and classification from unstructured text, abstention and confidence gating
- Data:** PostgreSQL, MySQL, MongoDB, Redis, DuckDB, Parquet, data modeling, ETL and incremental pipelines, entity resolution and deduplication across disagreeing sources, data warehouse querying, dashboards
- Integration and Crawling:** private-API reverse engineering, async HTTP crawlers, Playwright, DNS and certificate-transparency analysis, response-header fingerprinting, rate limiting, third-party API integration where the documentation is wrong or absent, GDPR and CAN-SPAM aware sending

PROFESSIONAL EXPERIENCE

Software Engineer, GTM Systems | Independent Consulting (self-directed build, shipped to production)

Remote | Apr 2026 to Present

Built a revenue-systems stack end to end, then ran it as its own operator: signal layer, data model, enrichment, sequencing, deliverability and the review surfaces on top.

- Integration against five third-party APIs.** Hiring-signal crawler pulling requisitions directly from applicant-tracking APIs and extracting the tools named in each. Cached indexes keep listing filled roles as open for weeks, so every record is re-checked at the source before use and stamped with its source API and timestamp.
- Detection from first-party signals.** Scanner that determines which software a company runs by reading DNS records, HTTP response headers, cookie names and the hosts its pages load resources from, pulling out a per-customer ID such as a HubSpot portal ID or a GA4 measurement ID as proof. A vendor merely named in page text is not an install and is routed to a rejected list.
- Infrastructure where the documentation was silent.** Roughly 1,500 lines of Python against a sending platform's API covering campaign push, rate caps per inbox and per domain, scheduling in each recipient's own timezone, and a suppression registry. Where the documentation said nothing I probed the API to determine how it actually behaved.
- Built with coding agents.** Built this stack with **Claude Code** and **Cursor** as daily tools rather than experiments: custom skills, subagents and MCP integrations for the work that repeats, and a Grok bot for the rest. What an agent is allowed to settle without me is decided up front.
- Operator-facing surfaces.** Built the review and tracking UI where a human accepts, rejects or corrects what the automation proposed before it ships, in **Next.js, React and TypeScript**, live in production.

Senior Software Engineer | Eliza Labs

San Francisco Bay Area (Remote) | Nov 2024 to Mar 2026

One of the first engineers, reporting directly to the CTO. Core maintainer of an open-source AI-agent operating system with 15,000+ GitHub stars and 100+ contributors.

- Built the credits and API-key billing platform** that thousands of hosted AI agents ran on, at the edge on Cloudflare Workers, covering key issuance, usage metering, accounting and quota enforcement. These were long-running agents in production rather than scripts, so the platform had to hold quotas and accounting correct under concurrency for thousands of them at once.
- Built a **plugin autocoder** that generates boilerplate for a new plugin from a spec, cutting setup time by **70%**. Reviewed and merged work from **100+ contributors** and mentored interns, fully async across a 12-hour time difference, in design documents and PR descriptions rather than meetings.
- Joined as one of the first few engineers and stayed through a **\$20M funding round**, as the project became one of the largest open-source AI-agent ecosystems and its token peaked at a **\$2.5B market cap**.

Chief Technology Officer | SignAssist

Remote | Jun 2022 to Dec 2022

Ran engineering for a seven-person company, customer-facing throughout, and took the product through a full pivot.

- Built the **API-as-a-service business** that replaced the original product and sold it into B2B customers, **landing Frontier.xyz as a client**. Ran **50+ customer interviews**, then repositioned the product and the business model on what came back, lifting customer acquisition **20%** in three months.
- Shipped a Chrome extension that made transactions readable and safe for end users, cutting fraud **45%** and lifting engagement **20%**.

Founder | Intelli Chains

Remote | Aug 2021 to Jun 2022

Engineering services company. Scoped, priced and delivered client engagements, and ran the engineers on them.

- Delivered for 15+ international clients in under a year** across marketplaces, subscription products, access-control flows and lending applications. Designed the APIs and distributed systems behind them, built **real-time indexing bots over high-throughput event streams**, and hired and managed interns across concurrent engagements.

Full-Stack Engineer | Shield (a16z-backed), Freelance

Remote | Mar 2023 to Jun 2023

- Zero-to-one build shipped in four months, backend through UI, as the engineer on the build rather than one of a team. Designed the data model and APIs, then shipped against live user feedback until the core use case held. Lifted customer acquisition **25%**.

Full-Stack Engineer | Camp Network

Berkley, Michigan (Remote) | Jun 2023 to Oct 2024

One of the first few engineers. Owned the data and AI layer behind a creator-analytics platform from pre-seed to Series A, across **\$30M raised**.

- Reverse-engineered TikTok's API** and wrote scrapers for data its public endpoints did not expose, then solved **entity resolution** across TikTok, YouTube, Twitter, Instagram and Spotify, matching the same creator across five sources that agreed on nothing into one schema. Cut response times across the data layer by **60%**.
- Shipped an AI chatbot answering metrics questions on demand, lifting satisfaction **30%** and cutting support tickets **40%**.

Earlier Experience

- Full-Stack Engineer, Crypton Network** (Oct 2020 to Sep 2021), second employee at an early-stage fintech; built the core transaction systems and test suite as platform assets scaled to **\$10M market cap**. **Blockchain Lead, YFDAI Finance** (part-time, 2020 to 2021). **Full-Stack Engineer, Unbox Innovations** (internship, 2020).

EDUCATION AND OPEN SOURCE

- Chitkara University**, B.Tech, Computer Science. **Google Summer of Code** (Amahi, 2020), merged PRs on system reliability and built non-admin user login.