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LangChain Hiring Team

Re: Deployed Engineer (Dallas)

Hi there,

I'm applying for the Deployed Engineer role in Dallas, but in some ways I've already been doing a version of this work for the past year, just on the customer side of the table. I founded **Marky** (mymarky.ai), a GenAI product I scaled to 200K users and \$2M, and our entire AI backend runs on **LangGraph + LangSmith + Prompt Hub** at 10K+ daily invocations. After we migrated to LangStack, our content approval rate **3x'd** and conversion to paid **2x'd**. I actually emailed you this feedback back in April.

Over the last 12+ months I've worked directly with **Harrison, Julia Schottenstein, Sam Crowder, Andrew Ngunjiri, Nithin Bose, and Chad Beatty** on production incidents, pricing feedback, and roadmap input. After a deep-dive feedback session with Nithin, several items I raised were documented as LGP / LangSmith roadmap work, including worker utilization monitoring.

Marky has two LangGraph systems in production: the multi-agent post-generation pipeline, and a **50-tool chatbot with full authentication**. Across them I've implemented **deep agents, planning, swarm and ReAct patterns, and the full middleware stack (summarization, tool trimming, todo, HITL, model fallback)**, plus systematic A/B testing of prompts using Prompt Hub commits as feature flags with custom evaluators on traces. I've been watching Lance Martin's content since 2023 and integrated most of what shipped: LangSmith gave us the visibility to *systematically* improve prompting, going from gut-feel changes to paired t-tests on production traffic. I've written about that publicly: [[LinkedIn: LangSmith observability](#)] [[LinkedIn: A/B testing prompts](#)] [[GitHub: langgraphis#489](#)], and across six threads on [r/LangChain](#) where I've been pushing back on the PydanticAI-vs-LangChain narrative. My own [post](#) from there: *"I migrated my entire codebase to LangX after doing it all myself for two years and it's changed everything. I'm just kicking myself for the two years wasted doing it myself."* All of that advocacy has been unsolicited. I just really love your product, culture and company.

Honest reason I'm applying: this is the role I've been *unintentionally training for*. Engineering at Tesla and GM (real uptime SLAs, including a lidar defect-detection robot at GM's **Dallas** plant). Customer work at Marky (demos, discovery, leading a team of 10). And teaching: I founded the Texas Datathon (world's first data-science hackathon in MLH; 3K students, \$70K sponsors), ran my own AI/ML consultancy **Coated, LLC** training Fortune-1000 companies, gave a TAMIDS talk on *"How to Win a Data Science Competition,"* and have won a few of my own (1st at Oxford Hack, 2nd + Two Sigma's Best Big Data App at HackRice, top-scoring ML at the Amazon Last Mile Routing Challenge).

The "Run technical demos, trainings, and workshops" bullet in your JD is literally what I love doing. I'd happily make content for the Lang team: videos, cookbooks, workshops. I'd also love to **rep LangChain at hackathons**. The Texas Datathon is still going strong, and I'd love to bring LangStack back. Get students building on the platform now, and they push for it when they hit the workforce.

While I was at Marky, I always said, *"If I was to join another company, it would be LangChain."* Well, here I am.

Thanks for reading,

Josiah Coad