

# JOSIAH COAD

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Technical founder. Scaled GenAI product (on LangStack) to 200K users / \$2M; SWE prior at Tesla and Facebook.  
Looking for the seat where engineering, customer, and product meet — deploying AI agents, growth stage startup.

## WORK EXPERIENCE

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### Marky — Technical Founder & CEO (mymarky.ai) 2023 – 2026

- Architected a GenAI system on **LangGraph + LangSmith + Prompt Hub** running 10K+ daily invocations in production. **Faster, cheaper, higher quality than competitors** (thanks to statistical prompt-engineering tactics, [feature-flagged prompt variations](#), and [LangSmith tracing](#)).
- Deployed a **LangGraph chatbot** with authentication and token-based monetization. Implemented tool calling, deep agents, planning, ReAct pattern, HITL, memory, RAG, llm.txt, system prompt learning (langmem); integrated retries (trustcall), caching, evals, and A/B testing with custom evaluators.
- Adopted nearly every LangGraph / LangSmith release; following Lance's content since 2023.
- Migrated to LangStack: **3x'd content approval rate and 2x'd conversion to paid**.
- Translated agentic architecture (LangGraph, RAG, evals, observability) into product value for non-technical SMB owners; ran demos, discovery, and objection handling (incl. Enterprise ~\$50k deal-size).
- Architected and built the full stack from zero: React, FastAPI, Postgres/Supabase, LangGraph, AWS.
- Led a team of 10 across engineering, product, sales, marketing, and customer success.
- Worked as an active **design partner with LangChain**: ongoing conversations with Harrison Chase, Julia Schottenstein (GTM), Sam Crowder (LGP Product), Andrew Nguonly, Nithin Bose, and Chad Beatty; field feedback adopted as LGP / LangSmith roadmap items.

### Tesla — Software Engineer 2022 – 2023

- Built production backend systems ingesting real-time data from 2,000+ IoT edge cameras across manufacturing; met strict uptime SLAs via Kafka, Kubernetes, and hardware redundancy.
- Shipped a WebSocket-based system for remote camera control and real-time sensor streaming; collaborated with stakeholders on the global computer-vision roadmap.

### General Motors — Software Engineer 2021 – 2022

- Led development of a lidar-enabled robot for defect detection, deployed at GM's Dallas manufacturing plant.
- Designed ML-based dynamic path / motion-planning algorithms grounded in linear algebra and statistics.

**Carnegie Mellon University** — NSF Research Intern (2020)

**Facebook** — Software Engineer Intern (2019)

**Central Intelligence Agency** — Data Science Intern (2018)

**Microsoft** — Software Engineer Intern (2017)

**Continuous Composites** — Granted international patent on motion planning [[link](#)]

**Texas Datathon** — Founded & Taught ([3K students, world's largest](#))

**Coaded, LLC** — Fortune-1000 AI/ML consulting

## EDUCATION & PUBLICATIONS

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**Texas A&M** — B.S. CS + B.S. Math/Stats, *Summa Cum Laude* (3.9 GPA; Top 0.4%)

**AWS Solutions Architect Certified**

**Publications** — Reinforcement Learning; INFORMS, NeurIPS Workshops [[link](#)]

**Selected Keynotes** — [How to Win at Data Science](#) + [Think Big](#)