Dear Snorkel AI Hiring Team,

I am excited to apply for the Machine Learning (Pre-Sales) Solutions Engineer position at Snorkel AI. Your mission to democratize AI through a data-first development platform resonates deeply with my passion for leveraging technology to solve complex problems. With a blend of technical expertise, customer-facing experience, and a strong analytical foundation, I am eager to join your team and help prospective customers realize the transformative potential of Snorkel Flow.

In my role as an IT Support Technician at Blu Wireless Technology, I developed and deployed Python automation tools that streamlined deployment processes, reducing manual tasks by 40%, and built an Ansible configuration system that halved OS deployment times. Collaborating with software engineering teams, I enhanced CI/CD pipelines and created a release note generation tool, demonstrating my ability to bridge technical solutions with operational needs. These experiences have equipped me with the skills to design and deliver tailored, value-based technology evaluations—a core responsibility of this role.

My customer-facing experience further strengthens my candidacy. At Brookside Orchids, I provide bespoke technical support and service to high-net-worth clients, honing my ability to translate complex concepts into actionable insights. Combined with my background in Agile methodologies (using tools like Jira and Confluence) and technical documentation, I am well-prepared to serve as a trusted advisor, delivering compelling demos and presentations that connect Snorkel’s platform to customers’ business outcomes.

While my professional experience has focused on IT automation and support, my Master’s in Theoretical Physics has cultivated a robust analytical mindset that aligns with the demands of machine learning. I have been actively pursuing self-study in modern frameworks like PyTorch and TensorFlow, applying these skills to personal projects. My proven ability to quickly master new technologies—evidenced by my rapid adoption of tools like AWS, Docker, and Kubernetes—ensures I can grow into the machine learning expertise required for this role. I am enthusiastic about contributing to Snorkel AI’s mission by helping customers frame problems, prepare data, and deploy impactful AI solutions.

I am drawn to Snorkel AI’s entrepreneurial spirit and the opportunity to work at the intersection of product, sales, and engineering. Located in San Francisco, I am ready to collaborate with your founding team, systematize pre-sales processes, and drive customer success. Thank you for considering my application. I would welcome the chance to discuss how my skills and enthusiasm can support Snorkel AI’s growth.

Thanks for taking the time to read my application, all the best,

Joseph Foster