

# Viljami Kuosmanen

## Head of Engineering | Product Engineer

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### SUMMARY

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Engineering leader with 15+ years' experience. Scaled SaaS teams from early stage to 45+ engineers while sustaining >50% YoY MRR growth. Hands-on product engineer with expertise in SaaS, cloud, and AI, trusted by Fortune 500 companies as an open-source author with libraries adopted by AWS, GitHub, SAP, IBM, and Intel. Author of the Product Engineer Manifesto, influencing engineers globally to redefine their role beyond code to end-to-end product ownership.

### PROFESSIONAL EXPERIENCE

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#### Head of Engineering – epilot GmbH Oct 2020 - Present

- Scaled engineering team from 10 to 45 product engineers, establishing high-performance culture of ownership and delivery
- Led full epilot.cloud SaaS rebuild on AWS serverless, unlocking scalability and averaging 150+ production deployments per week.
- Partnered with C-level on product and growth strategy delivering >50% recurring revenue growth
- Championed early AI adoption, built in-house AI tooling to automate away DevOps work

#### Technical Lead, Consultant – Futurice Nov 2017 - Sep 2020

- Led development teams for enterprise clients in retail, automotive, manufacturing, and energy.
- Served as hands-on team lead in client engagements, securing multi-million € extensions through strong delivery and stakeholder management for key clients in Germany & Finland

#### Founding Engineer – Toriverkosto Dec 2015 - Aug 2022

- Co-founded and led development of multi-seller ecommerce platform running Kamerastore.com
- Launched multiple additional online marketplaces focused on circular economy with combined 4MEUR+ revenue

#### Lead Product Engineer – Seravo Sep 2013 - Oct 2017

- Launched Seravo.com WordPress hosting product, becoming Seravo's main business
- First to market offering Heroku-like DX for customers using Docker
- Sat on the board as minority co-owner, contributed to business growth and eventual equity exit

### OPEN SOURCE

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#### Author – [productengineer.org](https://productengineer.org) (2024)

- Authored the *Product Engineer Manifesto* and Product Engineer Checklist e-book, shaping industry discussion on engineering culture and product ownership.

#### Developer & Maintainer – [openapistack.co](https://openapistack.co) (2018)

- Popular open source libraries in the API tooling space trusted by companies like AWS, GitHub, SAP, IBM, Red Hat, Visma & Check24
- Projects include: openapi-client-axios, openapi-backend, openapicmd, dereference-json-schema, mock-json-schema, with 300K+ combined weekly npm downloads

#### Security Research (2017)

- Discovered and publicly disclosed proof-of-concept for major browser autofill vulnerability
- Research featured in global media (*Forbes.com*); disclosure influenced vendor security practices

### EDUCATION

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#### Tampere University of Technology – B.Sc. Information Technology, coursework 2012 - 2013

### ADDITIONAL INFORMATION

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**Languages:** English (Fluent), German (Elementary), Finnish (Native)