Noah Nefsky

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Skills

- **Languages:** Python, Typescript, C++
- **Full-stack**: FastAPI, Node.js, React, Next.js, SQL, AWS
- **AI**: Information Retrieval, LangGraph, Claude Agent SDK, Langsmith, MCP, Scikit-learn, PyTorch

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Work Experience

Founding Forward Deployed Engineer | Tavily (acquired by Nebius Group), New York City   July 2025-present
- Developed and launched the Tavily Research API, ranking first on HuggingFace's DeepResearchBench, adopted by **tens of thousands of users** including Fortune 100-500 companies
- Worked with **Fortune 100–500** companies on pre and post-sales to **design architectures, build agents, and educate** teams, earning **~$2M in new POC-driven revenue** and accelerated production rollouts
- Built a Slack AI agent that uses **MCP** and internal documents to automate GTM–engineering communication, create Linear tickets from customer calls, and continuously learn from unanswered questions - driving 70% GTM adoption
- Built an agentic web content-cleaning pipeline **cutting reranking token spend by 25%**
- Created an open-source repo of agent tools, evals, and use cases used for customer onboarding - lowering time-to-value
- As a senior member of the GTM team, I **designed the FDE interview process, hired and mentored FDEs** - growing ARR from ~$1M to ~$13M in under a year, ultimately leading to a $275M acquisition
- Delivered technical talks and webinars to developers on building research agents, driving adoption and visibility

Software Engineer Intern | Squint AI, San Francisco   June 2024 - December 2024
- Led the development of role-based access controls using **React/Node/SQL**, enabling admin to restrict factory procedures and documents to user groups - a critical feature enabling the **signing of the company's largest customer**
- Built a product using **Three.js** and **neural networks** to transform videos of factory spaces into interactive 3D scenes - enabling remote training for factory operators
- Built a procedure management system in **React/Node** enabling users to create customized procedures, branch existing procedures into drafts and track performance - improving efficiency and minimizing downtime for factories

Software Engineer Intern | PointClickCare, Toronto   September 2023 - January 2024
- Developed an **AI warning system** for patient health records highlighting alarming data to the practitioner, suggesting next steps (additional tests, people to contact, etc) - improving care and responsiveness
- Implemented mobile features like drug disposal tracking and health record messaging in **Flutter** and **Android**

Junior Software Developer | Grantmatch, Toronto   May 2023 - August 2023
- Used **Langchain** and **NLP** to auto-complete grant application forms - reducing user filing from hours to minutes
- Implemented notifications for a grant filing approval platform using **Django** and **Vue.js,** improving user responsiveness

Software Engineer Intern | Thoughtwire, Toronto   May 2022 - August 2022

Junior Software Engineer | Sparcblock, Toronto   May 2021 - August 2021
- Developed integrations with 5 accounting services to automate vendor payments - enabling the signing of **3 customers**

Education

University of Waterloo   September 2020 - April 2025
- Honours bachelor of Computer Science (co-op) with Economics Minor

Swiss Federal Institute of Technology Lausanne (EPFL), Switzerland   February 2024 - June 2024
- **Master's Level Courses:** Computer Vision **(NumPy and PyTorch),** Data Visualization, Economics

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Projects

AI Sales Qualifier (**Typescript, React, Node.js)**
- Built AI voice agents to qualify and score leads from call transcripts - **winning 1st place in an AI hackathon**

Patient Diagnosis (**Python, Spark, Palantir Foundry, PyTorch)**
- Built a pipeline using **AI** to transform hundreds of thousands of clinical notes into structured data for **semantic search**
- Utilized **ML** and **RAG** to predict a patient's diagnosis and suggest tests to run

Market Researcher **(React, FastAPI, LangGraph)**
- Built a market research agent that delivers structured financial insights for portfolio decisions, saving hours each week