

Sam Trouy

Full-Stack Software Engineer

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Summary

Full-stack engineer with a high-agency sales background. Combines 5 years of shipping production code (Go, React) with 9 years of technical sales and consulting. Specialized in rapid prototyping and systems architecture, with the communication skills to manage complex customer relationships and high-stakes deployments. Proven track record as a founding engineer who successfully bridges the gap between technical constraints and business goals.

Software Engineering Experience

Freelance Software Engineer · May 2025 – Present

Building custom solutions for early-stage companies and exploring next-generation AI tooling.

- Developing full-stack applications for clients across fintech, productivity, and data visualization domains
- Architecting and deploying scalable backend systems using Go, Node.js, and modern cloud infrastructure
- Building AI-powered prototypes and integrations using LLM APIs, exploring novel interaction patterns
- Rapid iteration on MVPs—shipping working products in days, not months
- Consulting on technical architecture decisions and development workflows for non-technical founders

Founder & Lead Engineer · LanguageLabs · Apr 2023 – May 2025

Founded and built an AI research company exploring production-ready agentic systems and next-generation developer tools.

- Architected and deployed experimental AI systems with self-modifying instruction sets and advanced reasoning capabilities
- Built full-stack prototypes demonstrating novel approaches to AI memory, context management, and multi-step reasoning
- Designed and implemented meta-learning frameworks for LLMs, exploring systematic knowledge insertion based on cognitive science principles
- Shipped proof-of-concept systems demonstrating autonomous agents capable of planning, reflection, and adaptive behavior
- Developed internal tooling for rapid AI experimentation, including custom prompt management systems and evaluation frameworks
- Explored practical applications of neuroplasticity research to improve AI learning architectures

Founding Software Engineer · SheetRocks · Apr 2021 – Apr 2023

First engineer at seed-stage startup building a web-based spreadsheet application. Owned backend infrastructure, core features, and production deployments.

Stack: Go, React, TypeScript, MongoDB, Redis, AWS, Docker, GitHub Actions

- Built and documented the entire REST API in Go, serving all frontend and calculation endpoints
- Architected NoSQL data layer using Redis for real-time cell updates and MongoDB for user/workspace metadata
- Owned blue-green deployment pipeline to AWS EC2, including automated health checks and rollback procedures
- Extended the calculation engine in Go: built sorting algorithms, formula range selection, and cross-sheet reference system
- Shipped macro system from scratch enabling sandboxed Python execution via Docker containers
- Optimized React rendering for 100k+ cell spreadsheets using virtual scrolling and granular state updates
- Managed full release cycle: code review, staging verification, production deployment, and on-call support
- Responded to customer issues directly, debugged production problems, and shipped fixes within hours

Freelance Software Engineer · Oct 2020 – Apr 2021

Transitioned into software engineering through self-directed learning and client work.

- Built and deployed custom web applications using Go, JavaScript, and AWS (EC2, S3, CloudFront)
- Developed automated web scrapers with custom DSL for real-time inventory monitoring during supply chain disruptions
- Created financial market monitoring system for client: real-time data aggregation, alert triggers, and Discord integration
- Shipped portfolio site demonstrating full-stack capabilities and cloud deployment experience
- Worked directly with clients to translate business requirements into technical solutions

Technical Skills

- **Languages:** TypeScript, JavaScript, Go, Python, Elixir (learning), SQL
- **Frontend:** React, Next, HTML/CSS, Tailwind, responsive design
- **Backend:** Node.js, REST APIs,
- **Databases:** MongoDB, Redis, PostgreSQL
- **Cloud & DevOps:** AWS (EC2, S3, Lambda), Vercel, CI/CD, bash scripting
- **AI/ML:** OpenAI/Anthropic APIs, prompt engineering, RAG systems, vector databases
- **Tools:** Git/GitHub, Linux, vim, Jest

Customer-Facing & Sales Experience

Retail Sales Consultant · AT&T · Nov 2019 – Oct 2020

- Achieved top sales in the second month by guiding customers in choosing smartphones, setting up accounts, and data migration.
- Enhanced retention by maintaining contact post-billing cycle, resolving pricing issues, and preventing cancellations.
- Converted individual customers to business accounts by identifying business opportunities.

Integrated Solutions Consultant · AT&T · Jun 2018 – Nov 2019

- Achieved top sales in the first month by meeting wireless conversion goals and managing device inventory.
- Provided exceptional customer service by maintaining regular contact for issues and questions.

Wire Technician · AT&T · Apr 2017 – Jun 2018

- Consistently ranked among top technicians for quality and efficiency in installing and repairing services.
- Ensured high service quality by hanging aerial lines, wiring buildings, and setting up user equipment.
- Enhanced network reliability by diagnosing and repairing infrastructure issues.

Retail Sales · Best Buy · 2011 – 2017

- Held various high-volume retail roles specializing in technical product sales and customer education.
- Consistently met sales targets and mentored new hires on product knowledge and sales techniques.

What I Bring

- **Commercial & Product Ownership:** I don't just write code, I align technical implementation with business goals. I understand how features impact revenue, retention, and user satisfaction.
- **Technical Translation:** I bridge the gap between engineering and non-technical stakeholders. I can explain complex architectures to customers and translate business pain points into technical specifications.
- **High agency:** I operate with high autonomy. Whether it's closing a technical gap for a sale or shipping a critical fix, I figure it out without hand-holding.
- **Systems thinking:** I connect dots across the entire stack—from the physical layer (Wire Tech experience) to the cloud infrastructure (AWS/Go). I see the whole picture.
- **Rapid Prototyping:** I build to demonstrate value. I excel at spinning up proofs-of-concept and demos that validate assumptions and help close deals or clarify requirements.