

# Sam Trouy

Full-Stack Software Engineer

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*Technical problem solver with a wide variety of experience as a founding engineer, a founder, a freelancer, and in sales. Curious, creative, intuitive, thoughtful.*

## Engineering Experience

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### Founder & Lead Engineer · LanguageLabs · Apr 2023 – May 2024

*First attempt at my own startup researching and prototyping a precursor to agentic AI.*

- Prototyped self-modifying instruction sets, novel memory systems, and tool use for LLMs
- Oversaw business operations, including set up of a legal entity and fundraising pitches
- Explored neuroplasticity as a possible foundation for a new type of foundational neural network
- Interfaced with LLMs extensively and gained deep understanding of how to use them effectively for development and learning
- Shelved project as funding ran out, but kept unique insights gained about AI and my strengths and weaknesses as an engineer

### Founding Software Engineer · SheetRocks · Apr 2021 – Apr 2023

*First hire and founding engineer at seed-stage startup building a SaaS spreadsheet app. Stack: Go, React, TypeScript, MongoDB, Redis, AWS, Docker, GitHub*

- Wore many hats and worked on every part of the 'SaaS stack'
- Built out and documented REST API (Go)
- Developed features end-to-end, touching backend API and React front-end
- Kicked off deployments (AWS EC2), was on call for real time issues, debugging with CloudWatch logs and usage metrics
- Extended the calculation engine (Go): built sorting algorithms, formula range selection, and cross-sheet reference system
- Shipped spreadsheet macro system from scratch enabling sandboxed Python execution via Docker containers
- Performed wide variety of non-engineering responsibilities: user interviews, go-to-market brainstorming, competitor research

### Freelance Software Engineer · Oct 2020 – Apr 2021

*Left sales to pursue lifelong interest in tech. Mostly personal projects, some freelancing.*

- Built and deployed custom web applications using Go, JavaScript, and AWS (EC2, S3, CloudFront)
- Developed automated web scrapers with custom 'plain english' scripting language for a non-technical person to monitor product availability during height of COVID shortages
- Created integration for finance platform with Discord bot for real-time custom notifications

## Customer-Facing & Sales Experience

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### 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 leveraging wire technician connections from my previous role.
- 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.
- Installed new service by hanging aerial lines, wiring buildings, and setting up user equipment.
- Diagnosed and repaired infrastructure issues.

### Retail Sales · Best Buy · 2011 – 2017

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

## Technical Skills

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