



OPEN ROLE · APPLIED AI · FOUNDING TEAM

Forward Deployed Engineer, Applied AI

SAN SALVADOR · MEXICO CITY · BOGOTÁ · REMOTE | FULL-TIME | DELIVERY · ENGINEERING | MID — SENIOR

01 Minimum qualifications

- Bachelor's degree in Computer Science, Engineering, or a related technical field, or **equivalent practical experience**.
- **5 years** of software engineering experience, including Python in production.
- Experience taking a system from first commit to production, and keeping it running afterward.
- Experience building with **LLMs in production**: tool use, orchestration, retrieval, and structured output.
- Professional fluency in **English and Spanish** (clients are Latin American; the toolchain is English).
- Ability to work on-site with a client when the engagement calls for it, across San Salvador, Mexico City, and Bogotá.

02 Preferred qualifications

- **Claude Certified Architect** (CCAR-F or CCAR-P), or an equivalent applied-AI certification.
- Experience with **eval-driven development**: designing the metrics and test harnesses that decide what reaches production.
- Experience operating services in production — durable workflows and scheduled jobs, relational databases, and open tool protocols for agents (MCP).
- Experience instrumenting **cost and quality per run**, and tuning a system against those numbers.
- Experience in a client-facing engineering role, including discovery, scoping, and change management.
- Experience turning an undocumented manual process into a specification another engineer can build against.
- Ability to work with little supervision in a founding team, and to leave documentation the next person can pick up.

03 About the job

Umbra Studio is an applied-AI agency. Roughly **95% of GenAI pilots never reach ROI** because they're generic — they live in a slide deck and never touch the real operation. Our **Lighthouse** method is built to be the **5% that does**: agent systems designed, built, and deployed inside the client's business, and still running after we hand off.

A Forward Deployed Engineer is how that happens. You embed with one client at a time, reverse-engineer how their operation actually works, define the evals that decide what "good" means, build the agent system, and stay until it runs autonomously in production. Engineer, consultant, and operator at once — **forward-deployed** in the Palantir sense: not building against a spec someone else wrote, but in the room, closing the gap between what the model can do and what the workflow needs.

This is a **founding-team role**. You'll work directly with the founder and shape the method as much as you execute it. Every system you ship makes the next one cheaper to build, because the patterns and evals you leave behind are the ones the next engagement starts from.



04 Responsibilities

- Serve as the lead engineer on a client engagement, from discovery through handoff.
- Reverse-engineer how the operation actually works, and establish the **baseline** the system will be measured against.
- Design the agent system and the **evals that define success** — before the build starts.
- Deploy in stages — **shadow, then canary, then autonomous** — with cost and quality instrumented from day one.
- Own the handoff and the **decision log**, and turn each engagement into reusable patterns, tooling, and evals.

05 How we hire

No trick puzzles. We hand you a real problem and build alongside you.

01 Conversation

A call with the founding team. The thesis, your track record, whether the shape fits.

02 A real problem

A scoped slice of an actual engagement. Timeboxed. We read the thinking, not just the output.

03 Embed day

Half a day inside the operation with us. This is the job — you should feel it.

04 Offer

Terms, ownership of what you'll build, and a start date.

TEAM

Delivery · Engineering

TYPE

Full-time

LEVEL

Mid — Senior

LOCATION

San Salvador · CDMX · Bogotá ·

Remote

REPORTS TO

Founder

REQS OPEN

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APPLY

Send us who you are and one system you've shipped end to end. A CV helps; a repo helps more.

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