JOSHUA H. KLEIN

APPLIED AI & SOLUTIONS ENGINEERING

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SUMMARY

Twelve years selling enterprise software and structuring real estate deals, then a year building software myself. I take a messy process, design the system, and ship it: a store that takes real orders, an open data API that has updated itself daily for nine months, and thirty services I run on my own infrastructure. I use AI coding agents as my main implementation method and I own what they produce.

INDEPENDENT PROJECT WORK — JAN 2026 TO PRESENT

Self-directed. Built, deployed and maintained by me.

- **Essex Street MFG. CO.** (essexstreetco.com) — designed, built and now operate a live storefront: Express and Postgres catalogue, PayPal checkout, print-on-demand fulfilment sync, React admin. 209 automated tests. Payment capture is verified server-side in integer cents with a unique transaction index, so a concurrent double-submit cannot produce two orders. The store has taken and fulfilled real orders.
- **USPS ZIP locale API** (public, open) — a self-maintaining mirror of a USPS dataset that nobody had published as a usable API. A daily job fetches the source, refuses to write a dataset that fails sanity checks, and publishes JSON, per-state JSON, RFC 4180 CSV and SQLite with change sets, SHA-256 provenance and a health endpoint. Running since February: 42,282 records, 81 active days of commits, zero servers.
- **Commercial real estate acquisitions platform** — in active development. People and property directories, an entity-resolution pass for company names, a call queue, a unified communication timeline across calls, notes and email, and AI analysis of inbound replies. Acceptance suite at 44 of 44; the last three defects were found by that suite, not by hand.
- **NYC land and zoning search** — finds lots that can actually carry a target floor area. Measures wide streets building-line to building-line from tax-lot polygons instead of trusting DCP's curb-to-curb centerline, because the difference understates a buildable envelope by up to 23%. Correct narrow and wide FAR by district, with unbuilt capacity.
- **Infrastructure** — 30+ containerized services on self-managed Linux (Coolify, Traefik, Postgres, backups, monitoring). Also wrote a Go HTTP-over-WebSocket reverse tunnel with an ARM client, live in production.

EXPERIENCE

Account Executive — *PayEm* Sep 2025 – Jan 2026
Operationalized a new sales motion as the company shifted GTM approach. Built early MSP partner pipeline and turned field feedback into changes to targeting and messaging.

Enterprise Account Executive — *Odaseva* Nov 2024 – Aug 2025
Hired to open new segments for enterprise data protection and compliance. Owned the go-to-market motion end to end and translated field findings into product and positioning changes.

Capital Markets Associate — *Dwight Capital* Apr 2023 – Nov 2024
Originated and structured multifamily loans across FHA/HUD, bridge and mezzanine programs on an $11B+ servicing platform, from term sheet to close alongside underwriting and legal.

Account Executive — *Own Company* Jan 2021 – Apr 2023
Built a sales motion from scratch: 60+ new logos across five verticals and quota doubled in back-to-back years. Top performer in segment (2021), first to President's Club and highest ACV closed (2022). Rebuilt outbound around data segmentation, which doubled conversion.

Investment & Advisory Associate — *Archer Companies* May 2015 – Feb 2021
Direct real estate acquisitions for a New York family office: sourcing, underwriting, structuring and closing across asset types, plus ongoing portfolio and lender relationships.

Investment Sales — *Rosewood Realty Group* May 2013 – May 2015
Multifamily and commercial investment sales: sourcing, negotiation and closing.

EDUCATION

B.A. Economics
Queens College, City University of New York — 2013

TECHNICAL

Languages: Python, TypeScript/JavaScript, Go, Swift, SQL
Stack: FastAPI, Next.js, React, Postgres, DuckDB, Docker, Traefik, Linux
AI: LLM API integration, MCP servers, AI coding agents, evaluation and review