

James Muguiyi

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Forward-deployed / applied AI engineer. I build the agents, integrations, and automations that take hours of manual work off a team, and I've sat on the other side of the call: I sell to the same HVAC and trades businesses I build for.

EXPERIENCE

Quinn · Sales Development Representative · New York, NY Aug 2026 – present

- Cold-call HVAC, pest control, and logistics companies to book qualified meetings; one advanced to a **\$30,000** sales quote.
- Built AI Slack agents that automate follow-up sequencing across Sakari, Orum, and HubSpot.
- Build and qualify prospect lists in Apollo and Clay from ICP fit, hiring signals, and account research; enrich and segment contacts in HubSpot.

Kuba AI · Lead Software Engineer · Remote Mar 2025 – Aug 2026

- Built the React + TypeScript UI for a B2B SaaS platform where companies create AI-powered QA personas that test their apps and websites like real users.
- Integrated Midscene.js to simulate realistic user behavior, storing YAML session reports in AWS S3 and serving them through CloudFront.
- Containerized the platform with Docker and began building in-house models on AWS SageMaker and Bedrock to reduce reliance on third-party APIs.

SEO Holdings · Intern · Remote Jun – Sep 2025

- Automated keyword research, optimization, and blog publishing with n8n and Make, saving **~17 hours per week** of manual SEO work.
- Built lead enrichment and routing that joins web analytics and marketing data, processing **~20 SQLs a day**, plus AI-assisted lead scoring on Google Vertex AI and local LLMs.

Simon Vision Consulting · Data Analyst · Rochester, NY Aug – Dec 2025

- Led launch and adoption planning for a restaurant chain's new ordering app across **40+ locations**. A/B tests on the app UI raised click-through by **68%**; cohort analysis in Python led to recommendations that lifted repeat visits **32%** over three months.

Simon Business School · IT Consultant → Team Lead May 2021 – May 2025

- Built a Python tool on the Zoom API that audits account settings for 60+ online classes, saving student staff **~10 hours per week**.
- Automated adding and removing 500+ students across Slack workspaces with the Slack API.
- Resolved software, network, and hardware issues for faculty and staff at a **90% resolution rate**, and moved 30+ professors onto virtual teaching.

University of Rochester · Software Developer, University IT Oct 2022 – May 2025

- Shipped React/Node/Express updates to LASSO, the IT department's scheduling, shift-report, and equipment-lending app, cutting user-reported issues by **~50%**.
- Integrated Google Sign-In and Calendar APIs so staff could sync shifts, reducing scheduling conflicts by **26%**.

University of Rochester · HCI Research Assistant Sep 2024 – May 2025

- Rebuilt an ASL word-recommendation research system (Stanza, BERT) as a portable Flask/Docker app on AWS for remote user studies, **cutting data collection by 1 week per participant** and **doubling participation**.

SELECTED BUILDS

- **Quote-intake agent** (TypeScript, Claude API, Zod). Routes inbound quote requests for a home-services contractor and drafts replies for approval. The model reads and drafts; code owns pricing, routing, required information and hazard overrides, and fails closed to a human. Labelled eval suite, blind held-out set and fault injection: **20/20 routes and 4/4 safety escalations on held-out, 232/232 injected model mistakes contained**. github.com/jollofo/quote-intake-agent
- **Fieldwork CRM** (TypeScript, Next.js, Node SQLite, MCP). Prospecting workbench with Gmail OAuth and human-reviewed sending, an MCP server that lets a coding agent research leads and draft outreach against CRM records, and a Crustdata pipeline that reserves each request's maximum charge and stops at a hard spend cap.
- **Hindi Clips** (Expo, Node 24/TypeScript, SQLite). iOS/Android learning app with an API, a background worker, and an admin editor; paid OpenAI pipeline stages stay off until explicitly enabled. github.com/jollofo/hindir
- **RateMyDegrees** (Next.js, Prisma/Postgres, Supabase Auth, Typesense, Sentry, PostHog). Student degree-review platform with email-code sign-in and school-alias search. github.com/jollofo/ratemydegrees

EDUCATION

University of Rochester, Simon Business School · MS, Artificial Intelligence in Business Dec 2026

University of Rochester · BA, Computer Science; Minor, Psychology May 2025

SKILLS

Languages: Python, TypeScript/JavaScript, SQL · **Build:** Next.js, React, Node.js, FastAPI, Flask, Expo/React Native, REST, OAuth, webhooks, background jobs
Data: PostgreSQL, SQLite, MongoDB, Supabase, Prisma, Typesense · **AI & automation:** LLM APIs, agents and tool use, MCP, n8n, Make, Puppeteer, Claude Code daily · **Ops:** Docker, AWS, Vercel, Sentry, PostHog