

Roman Licursi

GTM ENGINEER | PRODUCTION AI AGENTS | REVENUE SYSTEMS

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GTM engineer and computer science senior who ships production AI agents and revenue systems across Salesforce, Clay, HubSpot, and Snowflake. Built a six-lane GTM answer engine with 26x faster inference and an eval stack that improved answer accuracy by 7.5 percentage points.

EXPERIENCE

GTM Systems Analyst Intern | Together AI

Apr 2026 - Present

- Shipped a Salesforce-embedded production AI answer engine spanning 6 live data lanes, including Salesforce, product usage, Gong calls, and buying signals; rebuilt its inference path to cut compound-query latency from 165 seconds to 6.3 seconds, a 26x speedup.
- Built an adversarial agent-evaluation system with synthetic questions and an independent LLM judge; used paired statistical testing to select the production model and shipped a grounding selector that improved answer accuracy by 7.5 percentage points.
- Engineered deterministic grounding and security controls that block fabricated numbers, wrong-company answers, and a zero-click data-exfiltration path before output reaches users.
- Automated Gong call insights, intent routing, closed-lost re-engagement, and lead scoring across Clay, Slack, webhooks, Hex, and Snowflake; led a migration of production Salesforce integrations to dedicated service identities.

Growth, GTM Engineering | CAUHEC Connect

Sep 2025 - Present

- Built and own end-to-end outbound infrastructure across sourcing, enrichment, multi-mailbox deliverability, and live funnel reporting; maintained bounce below 5%.
- Engineered Python and local-LLM sourcing pipelines with two-pass identity agreement, source-provenance checks, and confidence quarantine, producing verified high-intent contacts without paid data vendors.

Growth Intern | Roger (YC S24)

Dec 2025 - Mar 2026

- Built prospect lists and ran LinkedIn and email campaigns with structured A/B tests, tracking reply and conversion rates to brief growth leadership on sequence changes.

Data Analytics Intern | Community Action Partnership

Jul 2025 - Aug 2025

- Built Tableau dashboards for 100+ active partnerships and analyzed historical engagement data to surface operational gaps for leadership.

SELECTED PROJECTS

Salesforce Lead Routing & Scoring Pipeline | Python, Salesforce APIs, scikit-learn, Flows

- Built an end-to-end CRM loop that seeds and scores 100 leads, bulk-syncs results to Salesforce, and triggers native Flows for tiering, queue assignment, and SDR tasks with no manual handoff.

Career OS | Python, Claude, REST APIs, GitHub Actions, webhooks

- Engineered a six-layer AI workflow that turns live job-market data into structured research, skill-gap analysis, sprint plans, and human-reviewed outreach drafts on an automated cadence.

EDUCATION

University of Wisconsin-Madison | B.S. Computer Science

Expected May 2027

Additional: Campus Ambassador, Clay | Jun 2026 - Present

SKILLS

AI & Automation: AI agents, LLM application development, evals, RAG/retrieval, MCP, guardrails, prompt engineering, Claude Code, REST APIs, webhooks, OAuth

GTM Systems: Salesforce (SOQL, Flows, permissions, Data Loader), Clay, HubSpot, Apollo, Gong, lead scoring, intent signals, enrichment, Zapier, Make

Engineering & Data: Python, JavaScript/TypeScript, SQL, React/Next.js, Node.js, Supabase, Vercel, Redis, Snowflake, Hex, dbt, Census, Tableau