Louis Newman

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Engineer who has run every seat of a company. I build production systems first, three years of it on LLM agent platforms, and as a three-time founder I have also personally done the sales, marketing, pricing, support and billing that sit around the code. First external engineer at Luna.ai (acquired by Zapier), where I owned the backend and scaled customer communication infrastructure to 50k+ daily sends across 1,000+ customers. My operating rule for AI systems: agents do the work, a human stays in control of anything touching money, consent or sending, enforced in code. Starred-first MEng, Malden Owen Award winner. Former Royal Marines Commando, current RNR officer holding active SC clearance, previously DV cleared. Full-stack TypeScript web applications are the daily driver; with LLMs alongside I am effectively language agnostic, and I have shipped consumer apps to production in Flutter and React Native. I run AI as a team rather than a tool: Claude Code leads, Codex reviews adversarially, and work routes between models by cost, capability and taste, all under a written doctrine: hash-locked prompts, eval gates, fail-closed guardrails. It is how one engineer ships at the pace of a team.

EXPERIENCE

Quezzies · Founder and Engineer · London *2025 to Present*

My independent engineering practice: contract delivery for clients since early 2025, productised as quezzies.com in mid-2026. For Threat Tracker Security Intelligence (2025 to 2026) I designed and built a security footage ingestion and entity extraction platform using multimodal embeddings, deterministic plate matching and a Convex vector index, with a staged migration off their previous system. For a marketing firm (2025) I built an AI agent generating campaign-aligned creative assets from a brand brief and target customer profile. The productised offer: work inside the customer's codebase against a written acceptance test agreed before any money changes hands, fixed price, refunded in full if it does not pass, targeting AI-built applications that pass a demo and fail under real traffic. To launch it I designed the offer and pricing, built the site and Stripe checkout, and published 21 technical pages researched by AI agent fleets I orchestrated and fact-checked.

Stack: Whatever the customer already runs. Reading into an unfamiliar codebase quickly is the job, not the obstacle. In this market that is usually TypeScript and Next.js, Python, Postgres and Supabase, Stripe and webhook-driven payment flows, deployed on Vercel, Cloudflare Workers or a container host.

Magnetite.ai · Technical Founder · London *2025 to 2026*

A multi-agent sales and marketing platform built around a company brain capturing positioning, ICP and methodology. Agents found and qualified prospects, researched each one, produced outreach across email and LinkedIn, and classified every inbound reply. Nothing touched money, consent or sending without a human approval: per-send operator confirmation with fail-closed guardrails, enforced in code rather than policy. Mid-life I rebuilt the entire platform clean-room with deliberately revised architecture decisions, keeping the data and killing the parts that had not earned their place. Wound down in 2026 to take on paid engineering work.

Stack: TypeScript monorepo with multi-agent orchestration, web-scale knowledge crawling, extraction and enrichment pipelines with cost-aware source selection (Thompson sampling), custom SMTP and IMAP infrastructure with warmup and reply detection, Convex vector indexes as the agents' memory and context layer, a voice and video generation pipeline (TTS, Remotion), and an offline eval harness so changes were measured rather than assumed. Deployed via GitHub Actions to Cloud Run, Hetzner and Cloudflare Workers.

Priceable.ai · Technical Founder · London *2025*

Vertical AI agent doing business admin for field-service trades: plumbers, electricians and builders. Research and pricing agents searched live web data for contractor rates, material costs and quality signals, and produced professional quotes on a credit-based billing model, automating the quoting half of a small trade business's admin. Pivoted to Magnetite.ai when the sales platform built to support it proved more general than the product itself.

Stack: Flutter app shipped to iOS and Android, with a NestJS backend running the LLM research and pricing agents behind a credit-based billing model.

Luna.ai · Software Engineer · Remote *2023 to 2025*

First external hire at this AI SDR startup, last to leave before acquisition by Zapier. Owned the backend through the company’s growth from 3 to 12 people. Built the entire email infrastructure end to end including SMTP and IMAP integration with Google, Microsoft, and other providers, deliverability systems,

mailbox warmup, bounce handling, and the reply detection pipeline that classified inbound responses and triggered downstream workflows. Contributed core logic for personalised cold email generation. Platform scaled to 50,000+ emails per day at peak across 1000+ customers.

Stack: Full-stack TypeScript on Next.js and Firebase, with Python and Go microservices for performance-critical and LLM-heavy paths.

GuideMapp · Co-founder · London *2022 to 2023*

Location-based video discovery app for travel creators. Built the Flutter app, Firebase backend and geospatial query layer on Uber's H3 indexing, alongside technology consulting for several companies. Won an Innovate UK Young Innovators Award 2022-23.

Shift · Software Engineer · Remote *2021 to 2022*

First job after university. In the 4-person mobile team at this Series C on-demand logistics scale-up, building the consumer Flutter app for same-day deliveries. Shipped in-app messaging, route visualisation and driver-customer mapping, and acted as the go-to Flutter authority on the engineering team. Offered a team lead role after six months but declined to start GuideMapp.

MILITARY

Royal Naval Reserve · Sub-Lieutenant, SO3 Innovation *2025 to Present*

Reserve officer at HMS President, holding active SC clearance. Since 2025 I lead innovation for the Royal Naval Reserve's training organisation, currently building and procuring an AI-powered training needs analysis tool.

Royal Marines · Commando *2012 to 2016*

Served with 42 Commando (rifleman in a sniper pair) and 30 Commando (brigade HQ signaller), with a distinguished pass on the specialist signaller course. Deployed on the UK humanitarian response to Typhoon Haiyan.

EDUCATION

University of York · MEng Electronic and Computer Engineering *2016 to 2021*

Starred First with Distinction, 83 average, top of cohort every year. Awarded the Malden Owen Award (best graduating MEng student), Brian Cantor Book Prize (highest-achieving first year), Greville Bloodworth Prize, and the Derwent Development Award for an AR helmet display concept for soldiers. Module marks included 100 in Fundamentals of Electronic Measurement and 98 in Mathematics. Alongside the degree: founded and chaired IET On Campus at York, and tutored first and second year electronics students.

UKESF Scholarship · Atomic Weapons Establishment *Summers 2018 to 2020*

Electronics research engineer across three summer placements on analogue and digital systems. Held Developed Vetting (DV) clearance at the time. Offered payment to start full-time after the first placement, three years before graduation.

TECHNOLOGIES

Languages and frameworks. TypeScript, JavaScript, Python, Go, C, Dart. React, React Native, Expo, Next.js, Node.js, NestJS, FastAPI, Flutter.

Backend and data. REST APIs, GraphQL, microservices, event-driven and queue-based architectures, webhooks. PostgreSQL, SQL, Supabase, Firebase, Convex, Redis, vector databases (Qdrant), Stripe.

Cloud and delivery. Docker, CI/CD, GitHub Actions, Terraform, GCP, AWS, Cloudflare Workers, Vercel, Hetzner. Observability, logging and monitoring. Agile and Scrum, TDD and automated testing (Jest, Playwright, PyTest).

AI and LLM platform. Anthropic Claude, OpenAI, Google and Groq APIs. Model routing and gateways, agentic systems and tool use, MCP, RAG and embeddings, prompt engineering and versioning, evaluation harnesses, guardrails, cost telemetry. Claude Code and Codex daily.