

# KYLE MAYOTTE

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## SUMMARY

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Founding engineer who ships production AI systems and works directly with enterprise customers. Built a threat-intelligence product for CISOs featuring hybrid retrieval (dense + lexical + trigram fused via RRF), agentic LLM backends, cost-optimized ingestion, and end-to-end SOC 2 compliance. Pair hands-on AI engineering with the customer-facing instincts to deploy it. Seeking a Forward Deployed / AI Engineering role in San Francisco.

## SKILLS

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**AI & Retrieval:** Hybrid retrieval (dense + lexical + trigram, RRF), RAG, vector databases (pgvector/HNSW, Qdrant), LLM agents, MCP, prompt caching & token/cost optimization, prompt-injection handling, OpenAI GPT-4o, Pydantic

**Languages & Backend:** Python, TypeScript, SQL (PostgreSQL), Supabase, SQLite, React Native, Java/Kotlin

**Infra & Automation:** Automated data pipelines & background workers, CI/CD (GitHub Actions), SOC 2 compliance, Git, offline-first sync, Expo SDK

## EXPERIENCE

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**AgentCypher - Founding Engineer** (*AI Cyber Threat Intelligence for CISOs*) *Jan 2026 – Present*

- Built a per-customer **Document RAG engine** where CISOs upload sensitive internal documents; combines **dense, lexical, and trigram retrieval fused via Reciprocal Rank Fusion (RRF)** - so the agent matches both intent and exact strings like CVE IDs, grounding answers in each customer's own security posture.
- Built a 3x-daily threat-intelligence scraper (**40,000+ articles, 40+ threat feeds** into Qdrant); cut ingestion cost from **\$45-60/day to near-zero** via dedup-before-scrape, plus prompt caching saving **~\$0.21/request and up to \$4.06/run**.
- Replaced a **\$10K+ marketing agency** with a self-built automated content workflow (Claude Code + design + prompt optimization) that increased engagement.
- Drove **SOC 2 compliance end-to-end, solo** - unblocking enterprise and CISO sales.

**Identomat - AI Solutions Engineer**

*Sept 2025 – Present*

- Built and automated an outbound sales pipeline end-to-end (**Apollo + LinkedIn Sales Navigator**) - sourcing, enrichment, and sequencing - to target technical decision-makers at global fintech and SaaS partners.
- Created technical sales-enablement assets (pitch deck, demo scripts) used by partnership teams in live pitches; ran technical discovery across dozens of prospective accounts.

## PROJECTS

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**HAI - Human-Aligned AI** (*live on App Store*)

*Solo Builder*

- Built a durable memory-extraction worker **entirely in Postgres - no external queue** - using a watermark, arming flag, and lease to re-process only new conversation turns **exactly once**, reaching **93% session-extraction coverage** across an append-only memory store.
- Engineered a **pgvector / HNSW** retrieval layer (1536-dim embeddings, top-8 cosine @ **~1.4 ms warm**) that injects only distilled facts and relevant episodes, holding per-turn context to a bounded **~1.3K tokens** regardless of history depth - versus unbounded transcript replay.

**Atlas - AI Workout Coach** (*App Store · 200+ users · 5★ · \$120+ revenue*)

*Solo Builder*

- Architected and shipped a full-stack React Native + TypeScript app end-to-end, design through App Store deployment.
- Built OpenAI GPT-4o edge functions for real-time coaching, a progressive-overload algorithm with plateau detection, and an offline-first SQLite + Supabase sync engine.

## EDUCATION

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**University of Illinois Urbana-Champaign** - B.S. in Consumer Economics & Finance | **3.97 GPA** | December 2025

**Division I Gymnast - NCAA Student-Athlete**

*Aug 2022 – Dec 2025*

- Sustained **60+ hour weeks** across full-time academics, D1 athletics, and work - while building software on the side and maintaining a top GPA.
- Built a web app to model and predict competition scores, using the data to target the highest-leverage areas and drive measurable year-over-year performance gains.

**Honors:** Big Ten Men's Gymnastics Champions (2023) · NCAA Team 3rd Place (2023) · CSC Academic All-District (2024).

**Supplemental CS:** CompTIA Security+ Certification + Harvard CS50 (Introduction to Computer Science) + self-directed software engineering.