JOSHUA H. KLEIN

APPLIED AI & SOLUTIONS ENGINEERING

New York, NY · JoshuaHKlein@gmail.com · (516) 780-4079 · joshuakle.in · linkedin.com/in/joshuahklein · github.com/madhatter349

SUMMARY

I caught the bug at GPT-3 and went from Colab notebooks to orchestrating agents. Now I build software full time, after twelve years in commercial real estate and enterprise software. I direct coding agents, read the diffs, and run the tests before anything ships. Recent work: a storefront taking real orders with 209 tests, a public dataset API serving 42,282 rows, reverse-engineered mobile APIs, and a CRE acquisitions layer with 44 acceptance checks.

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, 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. It has taken and fulfilled real orders.
- **USPS ZIP locale API** (public, open): a public API for a USPS dataset that only existed as a spreadsheet. 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, 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 checks; the suite found the last three defects.
- **Reverse-engineered mobile APIs**: mapped the private APIs of consumer apps, including the 2008-2010 LinkedIn iOS app, the earliest Twitter clients, archived Reddit builds, and a current short-video app where 134 endpoints are validated against the live service. Each atlas records endpoints, signing behaviour and captured fixtures, so every claim can be checked against a real response.
- **Agent orchestration**: runs a self-hosted agent harness with domain-expert agents, MCP servers for search, browser and reverse-engineering tooling, and a coding-agent workflow that produces reviewed, tested code. About 75 containers on one server, 32 Coolify applications, Traefik, Postgres, and backups.
- **Hardware**: a Go HTTP-over-WebSocket reverse tunnel with an ARM client, live in production on a rooted Android phone behind home NAT; a bridge that talks to IP cameras over their own protocol; a 4G LTE USB stick mapped end to end.
- **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, with Coolify, Traefik, Postgres, monitoring and tested backups.

EXPERIENCE

Account Executive, ***PayEm*** Sep 2025 – Jan 2026

PayEm sells spend management and procurement software, and I joined as it changed how it went to market. I sold the new motion to mid-market and enterprise finance teams and ran the full cycle from first call to close. The product covers real-time spend controls, policy enforcement, virtual cards, expense tracking and integrations. I built early MSP partner pipeline from scratch, and what I heard in the field went back to product, marketing and revenue leadership and changed targeting and messaging.

Enterprise Account Executive, ***Odaseva*** Nov 2024 – Aug 2025

Odaseva sells enterprise data protection and compliance. They hired me to open segments they hadn't sold into yet, so I owned the go-to-market motion end to end: picking the verticals, finding the use cases, and running the deals. I worked with marketing, product and executive leadership the whole way, and what I learned in the field went back into product strategy and messaging.

Capital Markets Associate, ***Dwight Capital*** Apr 2023 – Nov 2024

Dwight Capital is a multifamily lender with an $11B+ servicing book. I originated and structured loans across FHA/HUD, bridge and mezzanine programs, on-market and off-market, with institutional investors and developers. Most of the job was the middle: term sheet, underwriting, legal, closing. I worked alongside underwriting and legal to get complex structures approved and keep deals moving, and I built the investor and developer relationships that kept the pipeline full.

Account Executive, ***Own Company, now Salesforce*** Jan 2021 – Apr 2023

Own, formerly OwnBackup, is where I built a sales motion from nothing. I closed 60+ new logos across five verticals, quota doubled in back-to-back years, and I was top rep in my segment in 2021 and first to President's Club. What worked was rebuilding outbound around data segmentation and multi-channel messaging, which doubled conversion. The rest was translating technical complexity into something a buyer could follow, which is most of what enterprise sales actually is.

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 the portfolio and lender relationships that came with it.

Investment Sales, ***Rosewood Realty Group*** May 2013 – May 2015

Multifamily and commercial investment sales. Sourcing, negotiation and closing, working directly with owners and buyers.

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