

# Founding Engineer [Applied AI & Systems]

Zurich HQ / Remote (Europe) | High Equity | Zero-to-One

## The Mission:

Over \$300B+ in complex travel bookings still depend on manual workflows. While the world moved to APIs, high-stakes bookings (weddings, conferences, group travel) are still handled by humans manually typing data from messy emails into legacy systems.

**Lobby is the orchestration layer that fixes this.** We are not building a chatbot; we are building AI agents that negotiate, quote, and execute transactions directly within the core infrastructure of global travel brands.

## The Challenge

We are not doing R&D; we are shipping Applied AI. This means you will be solving for:

- **Reliability at Scale:** How do we guarantee an AI does not misquote a \$50k wedding?
- **The "Unstructured" Problem:** Building robust pipelines that turn chaotic human intent into clean, schema-perfect API calls.
- **Low Latency / High Context:** Optimizing orchestration so the AI feels like a proactive team member, not a slow script.

## Your Stack & Scope

We move fast, which means we value pragmatism over perfectionism.

- **Core:** Python (Django/FastAPI), Node.js, AWS.
- **AI:** LLM Orchestration (LangGraph/DSPy/Custom), RAG, and rigorous eval loops.
- **Ownership:** You are not "completing tickets." You are defining the architecture, choosing the tools, and shipping code that touches real revenue on day one.

## Who You Are

- **The "Builder" DNA:** You have a graveyard of side projects, or you have been the first engineer at a high-growth startup before.
- **Backend Mastery:** You have built production systems that did not break when they hit their first 1,000 users.
- **Systems Thinker:** You understand that "AI" is only 10% of the solution, the other 90% is data flow, state management, and error handling.
- **Bias for Action:** You would rather ship a "good" solution today than a "perfect" one in a month. You hate unnecessary meetings.

## Why Lobby?

- **Founding Equity:** You will be compensated like an owner, not an employee.
- **Zurich's AI Wave:** Join a dense network of builders in one of Europe's emerging AI hubs (with the flexibility of a remote-first culture).
- **The "Building Room" Energy:** We are a small, high-trust team. No bureaucracy, no middle management; Just building.

## How to Apply

Do not send a formal cover letter. Send us:

1. A link to something impressive you have built (GitHub, project, or technical blog).
2. A brief note on the hardest technical bug you have ever solved.

Email: [careers@lobbyai.io](mailto:careers@lobbyai.io)