

# Founding Engineer [Full Stack / Product]

Zurich HQ | Early Equity | High Velocity

## 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

As a Founding Full Stack Engineer, you aren't "building features", you are building a **new category of software**. You will:

- **Bridge the Gap:** Create sleek, high-utility React interfaces that make complex AI agents feel intuitive to non-technical hotel staff.
- **Architect the Engine:** Build Python services that orchestrate LLMs, handle state machines, and talk to legacy APIs.
- **Ship End-to-End:** From the `terraform` script to the `z-index` fix; You own the entire vertical slice of what you build.

## Your Stack

We value boring technology used for exciting problems. We optimize for shipping speed:

- **Frontend:** TypeScript, React, Tailwind.
- **Backend:** Python (FastAPI/Django), Node.js, PostgreSQL, Redis.
- **Infrastructure:** AWS, Docker.
- **The "AI" Layer:** Integration with LLM providers and custom orchestration logic.

## Who You Are

- **Full-Spectrum Capability:** You are equally comfortable debugging a race condition in Python as you are centering a `div` or optimizing a React hook.
- **Product Intuition:** You do not need a 20-page PRD. You can talk to a customer, understand their pain, and sketch + ship a solution by EOD.
- **Pragmatic Generalist:** You know when to write a perfect abstraction and when to "just make it work" to hit a deadline.
- **Swiss-Based/Local:** You want to be on the ground in Zurich, building alongside the founders in a high-intensity environment.

## Why Lobby?

- **Founding Equity:** We want you to be a multi-millionaire if we succeed. You get a seat at the table, not just a desk.
- **Extreme Autonomy:** No "Middle Managers." No "Agile Coaches." Just builders, customers, and code.
- **Market Pull:** We are tackling a massive, un-sexy problem that is desperate for a modern solution. The "Why Now" is obvious once you see the product.

## How to Apply

Do not send a formal cover letter. Send us:

1. A link to a GitHub repo or a live product you are proud of.
2. The most "hacky" thing you have ever done to ship a product on time.

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