

RUSSELL MILLER

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DEVELOPER RELATIONS | AGENT INFRASTRUCTURE | TECHNICAL EDUCATION

20 years building and marketing developer tools and AI products. Hands-on builder of agent systems, ML platforms, and production AI infrastructure — not a slide-deck architect. Created technical education content (webinars, demos, tutorials, guides) that drove measurable developer adoption. MIT Math graduate who can build, demo, and explain complex systems to developers and executives alike. Comfortable in code, on stage, and in a sales conversation.

BUILDER CREDENTIALS — WHAT I'VE SHIPPED

- **Enact (enact.cloud):** Agent governance framework. Deterministic Python policy enforcement, signed audit receipts, human-in-the-loop approval gates, one-command rollback. Source-available on PyPI. SOC 2 / EU AI Act compliance-ready.
- **Baryo:** Production multi-model AI router. Conditional API execution: 788ms latency, 70% latency reduction, 90% cost savings via prompt caching, 60% fewer tool calls via conditional execution.
- **Voice AI Agent (Retell):** Complex inbound lead-qualification voice agent. Multi-branch conversation flows, objection handling, custom evaluation suites testing edge cases across call scenarios.
- **ML Bidding Platform (Zavient):** Gradient descent optimization engine. 10k+ lines of production Python. \$20M+ attributable revenue over 24 months. Automated decisioning across millions of daily transactions.
- **RAG Platform (PageGenie.ai):** End-to-end RAG on Azure integrating LLMs with product catalogs for AI-optimized content at scale.
- **Custom GPTs:** 10+ tools on OpenAI platform: SEC EDGAR analysis, personal finance, workflow automation. 2,000+ active users.

PROFESSIONAL EXPERIENCE

Founder & Principal | AI Agent Infrastructure | Zavient | AI Strategy & Platform Development 2018–Present

- Built and shipped the agent systems above (Enact, Baryo, PageGenie.ai, ML bidding platform) — hands-on engineering throughout, not just architecture
- Sold and delivered \$240K ARR in enterprise AI consulting: translated agent architectures, RAG systems, and ML platforms into C-level roadmaps for PE-backed companies
- Created technical documentation and demos for client teams deploying production ML systems

Director of Growth & Product Marketing | Axial | B2B Private Capital Marketplace (\$3B+ transaction volume) 2024–2025

- Led AI content strategy for M&A developer community. Published research on AI adoption (74% tool adoption rate). Translated LLMs, agents, and CIM generation into frameworks non-technical audiences could act on
- Architected LLM-powered content optimization system (GPT & Claude evaluation across 5K listing cohort): 18% CTR lift, \$900K+ pipeline — then demoed and documented it for internal teams
- Implemented AI SEO strategy (LLMs.txt, AI-optimized content, automated crawler monitoring). Achieved #2 ranking across AI-generated responses for tracked industry queries
- Evaluated agent frameworks hands-on; pushed engineering toward DSPy for scalable prompt orchestration

General Manager & COO | Ryzeo | E-Commerce Marketing Automation SaaS (Successful Exit) 2021–2023

- Created on-camera webinars, video demos, and technical presentations explaining AI personalization and ML recommendation systems to developer and marketer audiences
- Launched AI recommendation engine and email copy generator; built competitive documentation (Ryzeo vs. Klaviyo, Iterable, Omnisend) that improved win rates 15%
- Full P&L ownership across engineering, sales, and customer success through successful company exit

Director of Growth & Data Science | RepairPal | Automotive Marketplace (Cars.com / USAA-backed) 2014–2018

- Designed and built ML platform for dynamic ad optimization using multi-armed bandit: 5x CTR (0.6% → 3%+), 18% conversion lift, 40% cost reduction — 10k+ lines of production code
- Led data science partnership with University of Missouri building predictive lead scoring model; company doubled traffic and revenue during tenure

Director of Product Marketing | Developer Tools | Texas Instruments | MSP430 LaunchPad Division
(\$100M revenue) 2009–2013

- Led product marketing for LaunchPad microcontroller dev kit targeting engineers, students, and hobbyists globally. Built competitive positioning vs. Arduino that became the standard sales narrative
- Coordinated global developer community launches across US, China, Japan, Germany, India
- Created technical education materials, developer guides, and channel content for a hardware developer ecosystem

Earlier: Director of Product | Online Resources Inc. (Online Banking SaaS) — Led 20+ person dev team on next-gen retail banking platform

EDUCATION

Massachusetts Institute of Technology | B.S., Mathematics

Texas A&M University | MBA, E-Commerce Specialty

TECHNICAL PROFICIENCIES

AI / Agent Infrastructure: LLMs (GPT, Claude, Mistral), Agent Orchestration, MCP, RAG Systems, Prompt Engineering, Embeddings, DSPy, ML Optimization (gradient descent, n-armed bandit)

Development: Python, JavaScript, SQL, REST APIs, ETL/Data Pipelines, Git, Retell, Twilio, Cloudflare Workers

Platforms: Azure, OpenAI API, Hugging Face, Salesforce, Segment, PyPI

Content & Community: Technical writing, webinar delivery, video demos, developer documentation, on-camera presentations, event talks