

Luka Abramović

FORWARD DEPLOYED ENGINEER · AI SOLUTIONS ENGINEER

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Open to forward deployed and AI solutions roles from December 2026. Fully remote · US overlap until 14:00 Eastern

PROFESSIONAL PROFILE

Founder and hands-on AI engineer who has done the forward deployed job end to end for three years: finding customers, running discovery, scoping and selling the work, then building production AI inside the customer's workflow and staying through launch. Since founding Adamant Code in 2023 I have personally run 600+ sales and discovery calls, won ~\$600K in build contracts and led delivery of source-cited document search at a New York infrastructure firm, a Danish-language voice agent answering live clinic calls and a two-year internal AI platform used by 44 people. Previously a full-stack TypeScript engineer and a marine engineer on container ships and LNG carriers.

600+ sales & discovery calls run personally, Sep 2023 - Oct 2026	~\$600K in AI & software build contracts won, Sep 2023 - Oct 2026	37 / 37 five-star Upwork reviews; Expert-Vetted (top 1%)	~83% less document-search time at TCE (client estimate)
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EXPERIENCE

Adamant Code, Rijeka · Founder & AI Engineer
SEP 2023 - PRESENT · CLIENTS IN THE US, UK AND EU

PRE-SALES & CUSTOMER DISCOVERY

- Led the full sales cycle personally: 600+ discovery, consultation and proposal calls with founders, operators and enterprise teams from Upwork, Fiverr, referrals, inbound bookings and outbound. Qualified each lead, scoped the technical approach, wrote the proposal and walked the buyer through it.
- Won ~\$600K across 13+ AI and software builds and expanded a first AI build into a two-year internal-platform partnership.
- Ran discovery workshops that turn loose requirements into phased scope, acceptance criteria and a build plan. For GTS Innovative, turned a non-technical founder's rough wireframes into a 50+ screen, 15+ workflow AI-assisted marketplace in about three months.
- Designed the offer, pricing model and sales process: call scripts, proposal templates and a weekly engagement model. Recorded and reviewed calls in Fathom (598 recordings since Jan 2025) and rehearsed with mock calls.

FORWARD DEPLOYED DELIVERY (SELECTED)

- TCE, NYC infrastructure.** Worked with bid-review engineers to build source-cited AI search over 5,000–50,000-page bid packages. Every answer links to the exact page and paragraph, with Azure-aligned deployment and role, team and project permissions. In production and still used; the client estimates search time fell from ~60 to ~10 minutes per engineer per day.
- Danish clinic voice AI.** Rebuilt the voice pipeline on OpenAI Realtime and Twilio for inbound reception and outbound speed-to-lead calls in Danish, integrated GoHighLevel and EasyPractice booking per clinic, and kept latency around 500 ms. Early production: 975 calls and 56 bookings (~6% lead-to-booking).
- Internal AI operations platform** for a repeat client over two years: data pipelines across 400+ connected properties (~220K rows/day), natural-language analytics, AI generation workflows and role-based access for 44 internal users.

RECOGNITION

- Upwork **Expert-Vetted** (top 1%) and **Top Rated Plus**
- 37 five-star** Upwork reviews, Oct 2023 – Oct 2026
- Fiverr **Vetted Pro**; verified reviews on Clutch
- 5 written LinkedIn recommendations from founders and CEOs
- Guest on TNM Unplugged, “Building Believable AI Coaches”, Jan 2026

CORE EXPERTISE

CUSTOMER-FACING

Discovery and qualification, technical scoping, proposals and SOWs, live demos, workshops, stakeholder and account management

APPLIED AI

RAG with source citations, voice agents (OpenAI Realtime, Twilio, STT/TTS), text-to-SQL, AI copilots, agents and MCP, guardrails and human handover

ENGINEERING

TypeScript, Python, C#, React, Next.js, NestJS, Express, FastAPI, GraphQL, REST

DATA & CLOUD

PostgreSQL, MySQL, MSSQL, MongoDB, Redshift, AWS, Azure, Docker, Railway

GO-TO-MARKET

SEO and AI-search content, outbound prospecting, CRM, Payload CMS, PostHog analytics

Adamant Code *(continued)*

FORWARD DEPLOYED DELIVERY (CONTINUED)

- **Leelou AI for TNM Coaching.** Turned 25 years of coaching methodology into an AI coach over ~18 months and two major versions: text and voice, multiple languages, session memory, SMS and email accountability, and privacy-aware HR reporting with therapy and medical guardrails.
- **Customer-operations AI.** Connected website chat, in-app chat and email into one support flow with human handover. The platform managed 11,782 conversations across seven inboxes in five months, with a 36-second typical first response on website chat.
- **Also:** a real-time multilingual voice assistant that executes actions through an existing mobile app's API (Juggle Ease), a text-to-SQL recommendation engine over 20,000 items (Spinio), an AI copilot inside a live B2B SaaS, and multi-system CRM automation with retries, deduplication and human approval.

MARKETING, LEAD GENERATION & OPERATIONS

- Built the inbound engine: a Next.js and Payload CMS website with 96 long-form articles, each checked against a source ledger, plus technical SEO and AI-search visibility tracking across ChatGPT, Claude, Gemini and Perplexity.
- Built an outbound engine with AI research agents that source and qualify prospects into an 850+ company CRM and a 700+ lead cold-calling pipeline with scripts.
- Built Adamant Command Center, the company's internal operating system for delivery tracking, CRM, cold calling and SEO. Its MCP server exposes 58 tools so AI agents can plan weeks, update tasks and work leads.
- Hired and led a distributed delivery team: 100+ candidate interviews, sprint planning and reviews, quarterly performance reviews, and weekly update meetings with clients.

Kantun Devs, Rijeka · *Software Engineer*

SEP 2021 - JUN 2024

- Helped build the online ordering system for Dickey's Barbecue Pit, used by 300,000+ people a month.
- Developed full-stack features with TypeScript, Express, GraphQL, MySQL, React, Next.js and AWS, and delivered REST API microservices on AWS Lambda.
- Maintained and refactored production applications with third-party API integrations; used test-driven development with Jest and reviewed pull requests.

Metal Shark Boats Croatia, Kastav · *Junior Software Developer*

NOV 2020 - SEP 2021

- Built and maintained tools across the company's ERP ecosystem: Microsoft Office add-ins, MSSQL stored procedures and reporting queries (C#, SSRS, PowerShell, WPF, Razor Pages).

Container ships and LNG carriers · *Marine Engineer*

2017 - 2020 · ENDING AS 3RD ENGINEER, MOL LNG TRANSPORT (EUROPE) LTD

- Safety-critical machinery operation and maintenance in multinational crews.
- Taught myself to program at sea, off watch.

WHAT CLIENTS SAY

"He owned the copilot feature across architecture, permissions, AI behavior, frontend integration, tests, and release."

Upwork review · AI copilot in a B2B SaaS, 2026

"Luka did an excellent job leading the discovery phase. He quickly understood the business problem, asked the right questions, and turned a broad idea into a clear MVP scope and practical implementation roadmap."

Upwork review · internal AI app, 2026

"He spent time learning where automation would genuinely help and where human judgment needed to remain in control."

Upwork review · AI support triage, 2026

"Luka runs a tight ship and you can tell from the first moment you get in contact with him and his team."

Nick Weisberg, CEO, White Mountain Solutions · LinkedIn

ROLES AND SETUP

OPEN TO

Forward deployed engineer, AI solutions engineer. Also a fit: sales engineer (AI), solutions engineer, AI deployment engineer.

AVAILABLE

From December 2026. Fully remote, 09:00 – 20:00 CET: until 14:00 Eastern and 11:00 Pacific.

EDUCATION

Faculty of Maritime Studies, Rijeka

Bachelor in Marine Engineering

Sep 2014 – Jul 2017

CERTIFICATES

- Divide and Conquer, Sorting and Searching, and Randomized Algorithms · Stanford University Online
- Graph Search, Shortest Path, and Data Structures · Stanford University Online

LANGUAGES

Croatian (native), English (fluent)