

JULIAN STANCIOFF

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EDUCATION

Northeastern University, D'Amore McKim School of Business - Boston, MA April 2026
BA in Business Administration, Concentration in Entrepreneurship Dean's List
National Hispanic Recognition Scholar
Gauntlet AI Fellowship - Austin, TX April 2026-July 2026
Focus: Advanced AI engineering, cloud infrastructure, enterprise deployment

EXPERIENCE

MeLand - Miami, FL December 2025-Present
Lead AI Engineer *Worked 40 hours per week*

- Automating end-to-end operations for a Florida land-survey company preparing for a private-equity sale.
- Building a contractor-dispatch iOS app with the Xcode MCP through the Claude Code CLI: a job-intake frontend feeds a pricing prediction engine that estimates client cost and contractor payout per job, then routes proposals to surveyors' apps for accept or decline, a marketplace-style dispatch layer.
- Built additional back-office automations across the operation to remove manual steps.
- Automating the lien-search business with an open-source browser-use agent harness: translated a subject-matter expert's how-to videos into structured standard operating procedures, one per Florida municipality (~420), then drove the harness to mimic an analyst, navigate each county's system, and pull the records to compile lien searches at scale.

Bristol Myers Squibb - Miami, FL May 2025-August 2025
AI Procurement GBO Intern *Worked 40 hours per week*

- Researched and assessed AI vendors to address procurement inefficiencies and workflow gaps.
- Evaluated and stress-tested enterprise AI procurement tools slated for global rollout, surfacing major workflow inefficiencies.
- Acted as sole technical expert, bridging BMS teams, consultants, and AI engineers.
- Created technical implementation plans to refine data and tool performance well beyond my tenure.

Elixir Automation - Miami, FL March 2024-June 2025
Co-Founder *Worked 80 hours per week*

- Co-founded an AI consulting business, specializing in educating business owners on AI integration and delivering automation solutions to enhance operational efficiency and drive revenue. Delivered roughly two dozen client systems integrating LLMs, third-party REST APIs (Shopify and social platforms), and custom dashboards. Leveraged AI and AI coding tools to provide tailored automation solutions, becoming a trusted resource for clients.
- Recruited and managed a team of independent contractors: delegated and reviewed their builds, where they stood up UI frontends and wired back-end systems together through API integrations and HTML, and stepped in as technical lead when builds stalled.
- Taught AI implementation to business owners, CEOs, and teams from Bank of America/Merrill Lynch Private Wealth, Brown-Forman, Mark Cuban Foundation, YPO, EO, and others..

IF/THEN* - Miami, FL May 2022 - June 2026
Startup Venture Associate *5 hours per week(average)*

- Collaborated with founders in launching a new footwear e-commerce startup from the ground up.
- Worked as a solo developer, creating small business automations whenever needed. Built an investor and analytics dashboard (React/Next.js, deployed on Vercel) that ingests raw retailer sales data, restructures it, and visualizes it for buying decisions, paired with a prediction engine for forecasting sell-through.
- Assisted with a range of business tasks over years, gaining mentorship and insight from founders.
- Researched market trends and content strategies to position the brand ahead of the first product launch.
- Produced viral TikTok videos, earning 1M+ views within first few uploads and millions more since.
- Drove direct e-commerce sales from customers discovering the brand through viral TikTok content.

Onvoy AI Chatbots - Miami, FL September 2024-January 2025
Lead Architect & Head of Business Development *20 hours per week*

- Hired to build the company from the ground up, setting up the business infrastructure and developing the core product: custom-trained AI chatbots for various industries. Created and implemented automated sales funnels. Tested pricing models and oversaw all business operations.
- Built and shipped the product on Replit: a fine-tuned LLM chatbot deployed across every business listing on a directory platform, packaged as a per-client upsell.
- Engineered a Retrieval-Augmented Generation (RAG) assistant for the sales call center: ingested internal knowledge into a vector store, then retrieved and grounded answers so reps resolved product and customer questions in real time.
- Built a LinkedIn cold-outreach automation that sourced, enriched, and qualified leads for the sales team.

Biotechnica, QDS - Miami, FL

February 2024-June 2024

AI Automation Intern

50 hours per week

- Developed and implemented AI automation processes to streamline data management and improve internal efficiency. Created an API-driven pharmaceutical research platform that allowed internal teams to search FDA and OpenFDA databases, extract relevant regulatory insights, and generate customized reports based on user-defined queries.
- Built the dashboard frontend and wired it to a backend that called the OpenFDA REST API, passed results through a large language model to parse natural-language queries, and returned answers with structured citations and auto-generated reports, deployed on the firm's own site so consultants pulled regulatory data live during client meetings.

PROJECTS

AgentForge Clinical AI Co-Pilot + Adversarial Red Team

Gauntlet AI Fellowship, 2026

- Built a clinical AI co-pilot inside an OpenEMR fork (React/Vite dashboard via SMART on FHIR); a supervisor-worker agent chain answers chart questions over live FHIR data using pgvector/BM25 retrieval, five-layer verification, and a citation contract that rejects uncited claims.
- Shipped a four-agent adversarial red team (independent attacker and judge on separate model lineages) that continuously attacks the agent, auto-writes severity-rated vulnerability reports, and gates critical findings behind human approval. Gated quality with a 50-case eval (90% pass, p95 ~38s) in CI and a pre-push hook, with full tool-call audit logging.

ShipShape Production Security & Performance Audit

Gauntlet AI Fellowship, 2026

- Audited and hardened a production U.S. Treasury TypeScript monorepo (React/Vite, Express, Postgres, WebSocket/Yjs) across eight categories with before-and-after proof.
- Built a security probe CLI testing auth/session flaws, malformed WebSocket messages, XSS and SQL injection, and dependency CVEs, emitting a severity-ranked report; cut critical CVEs from 2 to 0. Delivered web performance gains: P95 latency down 74-90% on three endpoints, main bundle down 61% via code-splitting, auth-flow DB queries down 66.7%, type violations down 26.6%.

Dig For Creatures — AI-Native Roblox Game + World-Build Harness

Gauntlet AI Fellowship, 2026

- Built a Roblox digging simulator on deformable voxel terrain: server-authoritative carving (Terrain:FillBall) with range/cooldown validation, and an exploit-resistant economy where loot lives only as server-side data, rendering as parts only once a dig confirms it.
- Architected an AI world-build harness (Claude Code driving Roblox Studio via its official MCP); proved the core vision loop (multi-angle screenshot capture ~300 ms/shot graded by a rubric Judge) over a scene-state ledger with occupancy/ground checks and a byte-identical surgical-edit mode.

SKILLS + INTERESTS

Certifications: Certified A.I. Trainer - VJAL Institute, Google Startup School Artificial Intelligence Certified, Harvard CS50's Programming with Python, Hookpoint Viral Content for businesses

Skills: Spanish, AI LLM proficiency, Full Stack AI-Native Developer (React, Next.js, Vercel), Financial Modeling, AI automation, Python, API integrations, Technical Documentation

Interests: Miami Heat | Spearfishing | Soccer / Arsenal | AI | Scuba Diving | Entrepreneurship