

# Austin Little

## AI-Native Founder-Operator | Agentic Systems Builder | Research Operations / Interpretability Tooling Candidate

Fremont / East Bay, CA | (510) 694-9699 | [github.com/pain2hustle](https://github.com/pain2hustle) | [github.com/pain2hustle/APIARY](https://github.com/pain2hustle/APIARY) | [github.com/pain2hustle/service-pricer](https://github.com/pain2hustle/service-pricer)

[apiarybee.com](https://apiarybee.com) | [servicepricer.app](https://servicepricer.app) | [payquail.com](https://payquail.com) | [austinsaffordablegaragedoor.com](https://austinsaffordablegaragedoor.com) | [austinsaffordablegaragedoors.net](https://austinsaffordablegaragedoors.net)

### EXPRESSION OF INTEREST

I am a nontraditional candidate for Anthropic's interpretability organization: a working founder-operator who learned modern AI systems by building with them every day, shipping public projects, managing real customers, and turning unclear problems into usable workflows. My best fit may be Research Manager, research operations, interpretability tooling, technical program leadership, or an adjacent individual-contributor role where fast execution, people judgment, and plain-language explanation matter.

What I bring is not a conventional academic machine-learning resume. I bring seven years owning a service business under pressure, more than a decade in technical field work, and a recent body of AI-native work that includes agent systems, deployment pipelines, Cloudflare/Vercel production work, search/indexing infrastructure, and research workflows around superposition, mechanistic interpretability, and AI safety questions. I am strong at asking the next useful question, explaining difficult concepts to non-specialists, and keeping momentum when the path is ambiguous.

### PROOF OF WORK AND LINKS

- GitHub proof: [github.com/pain2hustle/APIARY](https://github.com/pain2hustle/APIARY) has 5,702 commits locally, with active July 2026 work. [github.com/pain2hustle/service-pricer](https://github.com/pain2hustle/service-pricer) has 448 commits locally and a July 4, 2026 go-live commit binding [servicepricer.app](https://servicepricer.app) and [www](https://www.austinsaffordablegaragedoors.net) to a Cloudflare Worker.
- Live products and sites: [apiarybee.com](https://apiarybee.com), [servicepricer.app](https://servicepricer.app), [payquail.com](https://payquail.com), [austinsaffordablegaragedoor.com](https://austinsaffordablegaragedoor.com), and [austinsaffordablegaragedoors.net](https://austinsaffordablegaragedoors.net). These show deployed systems, domain/DNS work, SEO/indexing work, and practical AI-assisted product building.
- I built this portfolio in roughly 90 days after starting from no formal software job background, using agentic coding, Git, Cloudflare, Vercel, local AI, browser automation, and search-console/indexing workflows to ship actual artifacts instead of only studying theory.

### BEST-FIT VALUE FOR ANTHROPIC

- Translate complex AI/research ideas into clear language for operators, users, and cross-functional teams.
- Partner with researchers and engineers by turning open-ended ideas into concrete project threads, checklists, demos, and feedback loops.
- Manage ambiguity, customer pressure, hiring/training conversations, and execution quality from years of business ownership.
- Bring a builder's instinct for tooling: agent workflows, dashboards, source tracking, search/indexing, deployment, and repeatable systems.
- Approach AI safety and interpretability with genuine curiosity, especially superposition, features, circuits, and how internal model behavior can become understandable enough to trust.

### SELECTED AI AND TECHNICAL PROJECTS

- Apiary AI Operations Platform - Built and iterated on an agentic operations/research platform with local and cloud AI workflows, wiki-style memory, source verification, task routing, dashboards, and automation patterns. Public repo: [github.com/pain2hustle/APIARY](https://github.com/pain2hustle/APIARY).
- Service Pricer - Built a small-business pricing/quote workflow product and moved it toward production on [servicepricer.app](https://servicepricer.app), including Cloudflare Worker/domain binding, customer-flow thinking, and operational tooling. Public repo: [github.com/pain2hustle/service-pricer](https://github.com/pain2hustle/service-pricer).
- Austin's Affordable Garage Doors SEO / Identity Defense - Built and maintained web/indexing infrastructure to help customers find the real business and reduce confusion from misleading garage-door lead schemes. Work includes domains, sitemap/robots/indexing, IndexNow-style submissions, content strategy, and search-console troubleshooting.
- Primordia / Roblox and Game Experiments - Set up Roblox Studio/Rojo workflows and prototype game/world systems as part of learning multi-tool production pipelines, asset workflows, and interactive product development.

### PROFESSIONAL EXPERIENCE

Owner / Operator - Austin's Affordable Garage Doors | March 2019-Present: Founded and operated a local garage-door service business for seven years. Managed customer acquisition, sales, scheduling, quoting, field diagnostics, repair quality, vendor coordination,

reputation, and urgent customer issues. Built trust with homeowners and businesses in high-pressure service situations where the customer often needs plain explanations and fast, correct action.

Garage Door Technician - Precision Garage Door Service | March 2017-March 2019: Diagnosed and repaired residential garage-door systems, explained technical tradeoffs to customers, handled estimates, and learned the operational standards behind a high-volume service company.

Field Technician / Escalation Support - AT&T | March 2013-March 2017: Installed, diagnosed, and repaired telecom systems in customer environments. Worked through ambiguous field problems, escalations, technical troubleshooting, and customer communication under time constraints.

Cable / Internet Technician - Comcast | March 2011-March 2013: Supported installation and troubleshooting for internet/cable systems, building a foundation in field diagnostics, customer support, and technical communication.

## CORE STRENGTHS

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- People leadership: hiring instincts, coaching, customer trust, conflict handling, and translating complex topics for nontechnical people.
- Execution: fast learning, shipping under pressure, diagnosing messy systems, and converting unclear goals into next actions.
- AI-native workflow: agentic coding, Git, deployment, browser automation, local/cloud model workflows, documentation, and project memory systems.
- Communication: plain-language explanation, high-context written notes, research-question framing, and practical prioritization.

## EDUCATION AND LEARNING

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College coursework in computer support / A+ material; no completed degree. Intensive self-directed study and production building in AI systems, mechanistic interpretability concepts, web deployment, search/indexing, and agentic software workflows.