# Robin Ransom

## Applied AI Engineer · Forward Deployed

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## Summary

Applied AI engineer who builds and deploys AI systems inside real operating businesses. As acting CTO at Fame Keeda, I built a creator-intelligence platform with agent-based search, hybrid retrieval and multimodal embeddings over 1M+ influencer profiles. I now run product and technology at SAR Engineering, a 30-year marine fabrication firm, building software for engineering, procurement and yard operations. I started my career on fabrication sites leading crews of 50, so I am at home scoping vague problems with non-technical customers.

## Experience

**SAR Engineering Works** · Director, Product & Technology · Mumbai — May 2023 – Present

*Marine and offshore fabrication firm serving BPCL, Indian Oil, the Indian Navy and Mazagon Dock. Advisory director until Feb 2026, full-time since.*

- Architecting SAR Fabrication OS, an engineering-to-execution platform: design revisions produce exact STEP, DXF, GLB and GA outputs, and object passports link each part to its material, work orders, inspections and shipments. **4,000+** automated tests. Python CAD services, Next.js, PostgreSQL.
- Built the Barge Configurator (Next.js, React Three Fiber): jack-up kinematics, motion simulation, deck layout and a BOM and cost engine. Used it to scope and quote a **₹95 lakh** contract in my first month full-time.
- Built a Chrome extension that reads live government (GeM) tenders, matches them to SAR's capabilities and files the fits into the sales pipeline.
- Scoped EPC for a 42 m self-elevating jack-up barge with a formula-driven BOQ and a nine-milestone payment schedule; built SAR's contract library of nine contract types on a 21-module clause bank.

**Fame Keeda** · Head of R&D / Acting CTO · Mumbai — Jan 2024 – Feb 2026

*Influencer-marketing agency. Joined as Business Analyst & Strategist at ~15 people with no tech team; promoted to Head of R&D after 11 months.*

- Built the R&D function from scratch and led a team of **7** (design, frontend, backend, AI/ML); owned architecture across 50+ repos and set CI/CD and code-review standards.
- Built Fame-Dash, a creator-intelligence SaaS, to launch readiness: scraping, metric-refresh, analysis and inference pipelines that indexed **1M+** influencers from 20M+ social media profiles and cut scouting time by about **60%**.
- Designed natural-language creator search: a LangGraph agent over YouTube and Instagram GraphQL sources with hybrid BM25 + dense retrieval.
- Built HSUMO and DISCO: hierarchical multimodal summarisation of creators' full video feeds (FFMPEG, DINOv3, Claude, OpenAI) into embeddings for semantic search.
- Built the company CRM on Frappe and automated data entry, MIS and influencer lists: **2,000+** webhooks a day, ~15 hours a week saved per operator, three manual roles retired.

**Navadhiti Business Consultancy** · Forward-Deployed Business Analyst & Product Designer · Bengaluru — Jun 2022 – May 2023

- Worked forward-deployed inside client teams, often from their offices: discovery, requirements, Figma flows and QA, then coordinating the build. Cascade3D (sensor-data app for families: designs in days, live within weeks), UnlistedKart (iOS and Android redesign plus a share-transfer admin dashboard), Kaushal Circle and Pragati. Fame Keeda was a client here before it hired me.

**SAR Engineering Works** · Project Manager, Site Execution — Apr 2020 – 2022

- Led crews of ~50 on live marine sites: jack-up spud extensions from 24 m to 36 m at INS Kadamba, Karwar; the 18 m × 13 m Vimla 1 jack-up conversion at DMCC Navlakhi, Gujarat; a storm-damaged 50 m spud barge restored in 92 days at Udangudi, Thoothukudi.

## Selected projects

- **BAOS** (npm: baos-harness): evidence-first control plane for coding agents: CLI, MCP server and local Studio that trace business evidence through capabilities to delivery and verification. 668 tests.
- **MermaidMan** (open source): Rust/WASM Mermaid editor that keeps the visual canvas and source in sync through a UID-first graph store; React Flow front end.
- **TGIM** (open source): civic AI that turns citizen reports into evidence-linked manifestos.

## Skills

**AI:** LLM applications (Claude, Gemini, OpenAI), LangGraph agents, MCP servers, RAG and hybrid retrieval (BM25 + dense), multimodal embeddings (DINOv3), video pipelines (FFMPEG)
**Engineering:** Python, TypeScript, Next.js, NestJS, PostgreSQL, Redis, BullMQ, Hasura GraphQL, Rust/WASM, React Three Fiber
**Infrastructure:** Docker, Kubernetes, Terraform, GCP, Cloudflare Workers, GitHub Actions, Sentry, Grafana
**Domain:** marine fabrication, DNV and IRS class rules, ISO weld standards, EPC costing, procurement, tenders

## Education

**B.Tech, Mechanical Engineering** · Vels Institute of Science, Technology and Advanced Studies (VISTAS), Chennai — 2016 – 2020

Languages: English, Hindi, Marathi, Tamil