Alan Ensastegui Salazar

alan.ensastegui@gmail.com | linkedin.com/in/alanensastegui | github.com/alanensastegui

SELECTED WORK

- Hank and the Worm: Interactive explainer of my probing and steering experiments on Qwen3.8-27B, testing whether the model understands physical direction or just predicts text.

EXPERIENCE

Subsights AI, Co-Founder · May 2023–Present

- Co-founded a conversational-AI SaaS and lead engineering across an embeddable chat widget, Python AI services, and a Rails/NextJS app platform.
- Cut AWS costs by 50% by migrating from Kubernetes to EC2 instances deployed with a custom CI/CD pipeline.
- Save small business teams 10+ hours per week of manual inquiry handling with 95%+ response accuracy across tourism and finance industries.
- Serve 10k+ monthly customer interactions with sub 10s end-to-end latency on low-cost models, using a graph agent architecture that separates knowledge gathering, workflow execution, and response generation.
- Protect subscription revenue with an idempotent, transaction-safe Stripe billing service that supports gated access on payment status and plan entitlements.

Highspot, Software Development Engineer II · Nov 2020–May 2025

- Cut SSO sign-in latency from ~2s to ~200ms by reverse engineering undocumented SSO/SAML/Salesforce group-membership logic and leading its redesign end to end, merging three query languages into efficient MongoDB aggregation pipelines, with headroom 10x the largest customer.
- Avoided a planned ~$1.5M/yr high-priority contract team by designing and building an automated idempotent GDPR right-to-be-forgotten pipeline under a tight two-week deadline. Processed 2M+ requests in the first year with a 99%+ job success rate, and mentored the junior engineer who took over the service.
- Removed a bottleneck for alpha/beta rollouts by building a self-service feature-preview system on top of the existing feature flags, removing solutions architects from a manual flag-toggling and record-keeping process. Adopted by every product team within a quarter with zero recorded incidents, letting customers choose which of their users previewed new features.
- Set team best practices for API implementation, and advised feature architecture.

EDUCATION

B.S. Computer Science (Data Science Option), University of Washington, 2020