

Filecoin AI Developer Growth Lead

Filecoin is building next generation developer storage tools for the future of AI applications and autonomous agents.

We're looking for a technical leader to work directly with AI developers, founders, and infrastructure teams to understand their hardest engineering challenges, identify where Filecoin provides a unique advantage, and help bring those solutions into production.

This is not a traditional Developer Relations role. You'll operate across product, engineering, and GTM—combining technical customer discovery, solution design, and ecosystem development to uncover repeatable infrastructure opportunities, shape product direction, and accelerate production adoption.

Mission

Identify high-potential AI builders, validate infrastructure opportunities through technical discovery, and partner with engineering teams to convert qualified opportunities into production deployments on Filecoin Onchain Cloud.

Success is measured by the quality of customer insights generated, the number of qualified production opportunities entering the GTM pipeline, and the production deployments that help validate repeatable ICPs and use cases.

Key Responsibilities

Customer Discovery & Market Development

- Identify and engage high-potential AI developers, founders, and engineering teams building applications aligned with Filecoin's strategic priorities.
- Develop trusted technical relationships with teams building AI infrastructure, agent frameworks, developer tooling, and open data systems.
- Represent Filecoin within strategic technical communities through workshops, office hours, conferences, and technical collaborations.
- Continuously identify emerging infrastructure problems that could become repeatable product opportunities.

Opportunity Development

- Source strategically relevant opportunities through community engagement, founder outreach and technical networking.
- Maintain the Builder Target List and Discovery Queue.
- Progress opportunities from initial engagement through Qualified Production POC.

POC Development

- Conduct technical discovery conversations to understand customer architectures, workflows and production challenges.
- Qualify opportunities using the GTM Qualification Guide.
- Determine whether customer problems align with Filecoin's strategic market bets and ICP hypotheses.
- Scope POCs directly with qualified opportunities, collaborating with product and engineering as needed.
- Ensure engineering resources are invested in the highest-value opportunities.
- Define success criteria and transition qualified opportunities into technical validation.

Market Intelligence

- Capture structured customer evidence.
- Contribute to the GTM Hypothesis Tracker.
- Recommend new ICPs, product opportunities and GTM priorities based on recurring patterns.

Weekly Time Breakdown (% will shift as pipeline matures)

Activity	% Time	Primary Outcome
Market development & builder engagement (targeted outreach, relationship building, priority communities, founder introductions)	35%	New Qualified Opportunities
Technical discovery & qualification	25%	Qualified Production POCs
Community presence (conferences, OSS, office hours, technical meetups, workshops)	20%	Relationship pipeline & strategic credibility
POC scoping & qualification (with Product & Engineering)	10%	Engineering-ready POCs
Evidence synthesis & GTM intelligence	10%	GTM learning & hypothesis updates

Ideal Candidate

The strongest candidates will have experience at companies or open-source projects building AI infrastructure, cloud platforms, developer tools, or distributed systems. Examples include engineering, solutions engineering, or technical product leadership roles at AI infrastructure companies, cloud providers, database companies, developer tooling startups, or widely adopted open-source projects.

We're looking for someone whose credibility comes from helping developers build production systems—not just from being a public advocate for a particular solution.

Qualifications

- 7+ years as a Solutions Engineer, Staff/Principal Software Engineer, Technical Product Lead, Developer Infrastructure Engineer, or other customer-facing technical role.
- Demonstrated experience building or shipping products used by AI developers, ML engineers, or developer infrastructure teams.
- Strong understanding of AI infrastructure, cloud platforms, APIs, distributed systems, or developer tooling.
- Recognized technical credibility within mainstream AI or developer communities through shipped products, meaningful open-source contributions, or technical leadership—not primarily through content creation or conference speaking.
- Ability to engage as a peer with founders, CTOs, and senior engineers, quickly understanding complex architectures and infrastructure challenges.
- Experience conducting technical discovery, designing solution architectures, and guiding customers from evaluation to production deployment.
- Excellent written and verbal communication skills, with the ability to explain complex technical concepts clearly to both engineering and business audiences.
- Comfortable operating in ambiguous, early-stage markets where customer discovery, product strategy, and GTM evolve together.
- Excited by the opportunity to bring verifiable, blockchain-based cloud infrastructure to mainstream AI developers because it is technically compelling.

Success Metrics

- High-value technical relationships established.
- Qualified Opportunities generated.
- Qualified Production POCs launched.
- Production Deployments influenced.
- Technical customer insights contributed to product strategy.
- Repeatable ICP and market positioning evidence generated.

Compensation

US\$170,000–220,000 base + tokens

How to Apply

If you're ready to tackle these challenges and drive production impact, we'd love to hear from you. To apply, email our team at recruiting@ipts.ai. Please include your resume and a brief note on the technical projects or AI infrastructure systems you've worked on that you are most proud of.