

Viljami Kuosmanen

Distinguished Engineer, AI & Product

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SUMMARY

Engineering leader with 15+ years of experience. Scaled SaaS teams from early stage to 45+ engineers while sustaining >50% YoY MRR growth. Hands-on product engineer with expertise in SaaS, cloud, and AI, trusted by Fortune 500 companies as an open-source author with libraries adopted by Microsoft, AWS, GitHub, SAP, IBM, and Intel. Author of the Product Engineer Manifesto, influencing engineers globally to redefine their role beyond code to end-to-end product ownership.

PROFESSIONAL EXPERIENCE

Distinguished Engineer – epilot GmbH

May 2026 - Present

- Returned to a remote, hands-on engineering role after five years leading the org, refocusing on building with AI
- Leading ERP integration work to unlock customer adoption and recurring revenue growth
- Building AI tooling, policies, guardrails, and workflows that let PMs, designers, and customer success contribute draft features with AI alongside engineers
- Hand-picked and transitioned my successor as Head of Engineering; continue shaping long-term technical and product strategy alongside the CTO and HoE

Head of Engineering – epilot GmbH

May 2021 - Apr 2026

- Scaled engineering team from 10 to 45+ product engineers, establishing a high-performance culture of ownership and delivery
- Led full epilot.cloud SaaS rebuild on AWS serverless, averaging 150+ production deployments per week
- Partnered with C-level on product and growth strategy delivering >50% recurring revenue growth, with peak performance surpassing 100% YoY
- Championed early AI adoption, building in-house AI tooling to automate away DevOps work

Senior Cloud Engineer – epilot GmbH

Oct 2020 - Apr 2021

- Argued early for moving off the legacy monolith and helped get the "360" serverless rewrite underway

Technical Lead, Consultant – Futurice

Nov 2016 - May 2020

- Led development teams for enterprise clients in retail, automotive, manufacturing, and energy
- Served as hands-on team lead, securing multi-million € extensions through strong delivery and stakeholder management for key clients in Germany & Finland

Founding Engineer – Toriverkosto

Dec 2015 - Dec 2019

- Co-founded and led development of the multi-seller ecommerce platform running Kamerastore.com
- Launched multiple additional online marketplaces focused on circular economy with combined 4MEUR+ revenue

Lead Product Engineer – Seravo

Sep 2013 - Oct 2017

- Launched Seravo.com WordPress hosting product, becoming Seravo's main business
- First to market offering Heroku-like DX for customers using Docker
- Sat on the board as minority co-owner; contributed to business growth and eventual equity exit

Freelance Software Engineer – Self-Employed

Apr 2010 - Aug 2013

- Delivered web and ecommerce projects for clients across Finland

OPEN SOURCE

Author – productengineer.org (2024)

- Authored the Product Engineer Manifesto and Product Engineer Checklist e-book, shaping industry discussion on engineering culture and product ownership

Developer & Maintainer – openapistack.co (2018)

- Popular open source libraries in the API tooling space trusted by companies like Microsoft, AWS, GitHub, SAP, IBM, Red Hat, Notion & Visma
- Projects include openapi-client-axios, openapi-backend, openapicmd, dereference-json-schema, mock-json-schema, with 300K+ combined weekly npm downloads

Security Research (2017)

- Discovered and publicly disclosed proof-of-concept for a major browser autofill vulnerability
- Research featured in global media (Guardian, Forbes); disclosure influenced vendor security practices

EDUCATION

Tampere University of Technology – B.Sc. Information Technology (coursework) 2012 - 2013

ADDITIONAL INFORMATION

Languages: English (Near-native proficiency), Finnish (Native), German (Elementary)