

VLAD SHUMOV

Austin, TX (open to relocation) | [linkedin.com/in/vladshumov](https://www.linkedin.com/in/vladshumov) | vlad@shumov.org | 832-350-3497

I build products and take them to market. Two games from zero to scale (47,500 users, 12,300 Discord members). Three AI products in five months, one profitable in 24 hours. Chief of Staff to the CEO at Merit, a Series C govtech company backed by a16z and Greylock.

EXPERIENCE

Co-Founder | Kangaroo Labs (Antler)

trykangaroo.ai | buyeriq.io | Austin, TX | Sep 2025 – Jan 2026

- Wrote a research paper on LLM purchase-intent prediction and turned it into BuyerIQ the next day. 90% accuracy across 9,300 decisions. 50 paying customers, no paid acquisition
- Got the company into Antler. Shipped three products in five months: TryKangaroo, a consumer AI assistant (30+ beta users), B2B proposal automation (10 pilot companies), and BuyerIQ

Co-Founder | Warsworn

warsworn.gg | Remote | Dec 2024 – Present

- Two-person team building a game on the World of Warcraft engine. 12,300 Discord members before launch. Profitable in alpha
- Alpha went live Mar 8. 1,600 players and revenue in the first week
- I own product direction, game design, community, website, and launcher

Chief of Staff | Merit (a16z, Greylock)

San Francisco Bay Area | Sep 2023 – Dec 2024

- Worked directly with the CEO at a Series C govtech company, across product, engineering, and GTM. Helped raise the \$20M Series C
- Led the platform expansion into Oklahoma. Coordinated between product, engineering, sales, and state government stakeholders to bring a new state live
- Prepared board materials and investor reporting for a16z and Greylock. Rebuilt the reporting process so leadership saw problems earlier

Founder & Game Director | Shinobi Story (Pixel Bulb Studio)

Austin, TX | Jan 2019 – Jul 2024

- Built a live-service MMO and ran it for five years, three as a live product. \$220K in revenue, 47,500 users, bootstrapped on a \$15K angel round
- Did everything: code, art pipeline, marketing, community, monetization, server ops, and support. No other full-time staff
- Designed the game economy, progression, and retention systems. Players kept paying for three years

SKILLS & TOOLS

Building: Claude Code, MCP, LLM integration, JS/TS, Python, C++, React, Node.js, AWS, Cloudflare, PostgreSQL, Lua

Operating: GTM, sales, fundraising, investor relations, product management, pricing, community building

Languages: English (native), Russian (native)