

For the work you do.
And the life you live.



MIAMI BEACH, FLORIDA

Head of Platform & Compute Strategy

Strategic Partnerships & Integrations

Turn strategy into capability.

Shape the platform relationships, compute economics and integration paths that turn ambition into dependable product capability.

\$250,000-\$325,000 base

Four in-office days initially

Bonus, equity and benefits are separate.

Help technology carry more.

We're building technology that helps people connect what matters across work and life, recognize what needs attention, and move forward with greater clarity and control.

Product, engineering, data and design are actively developing the platform. We're hiring the engineers and operating leaders who will drive its next stage.

Reporting to the Founder & CEO, you'll shape platform and compute strategy and turn strategic relationships into executable plans. Own partner development, provider economics, commercial negotiations and integration coordination, working with Product, Engineering, Data, Finance and Legal.

You'll join while foundational product and operating decisions are still being made, with meaningful responsibility for what we build and how we build it.

EXPERIENCE BEHIND THE AMBITION

Our founders and team bring experience across product, engineering, creativity, data and company building, with prior experience at Google, WPP, Publicis, The Trade Desk, People Inc., WebMD · Medscape, TomorrowVentures and MediaMath.

Prior experience of individual team members. No affiliation or endorsement implied.

U.S. patent application pending.

loopworks anticipates.

People decide.

Build the relationships. Carry the work through.

Connect platform priorities, compute economics and strategic partnerships to coordinated implementation.

- 01 Platform & ecosystem strategy**
Turn company and product objectives into platform and partner priorities. Assess strategic fit, capabilities, economics and dependencies. Recommend where to partner, where to preserve flexibility and how to sequence the work.
- 02 Compute strategy & economics**
Evaluate technology providers and commercial options. Develop recommendations that balance capability, reliability and cost, working closely with technical and financial colleagues.
- 03 Strategic deals & partnerships**
Develop senior technology relationships and lead commercial negotiations. Build sound business cases, coordinate diligence and help establish durable partnerships.
- 04 Integration execution & governance**
Help turn technology partnerships into dependable integrations. Coordinate delivery across external partners and internal teams, resolve blockers and communicate progress clearly.
- 05 Strategic relationship leadership**
Build trusted relationships with key external stakeholders. Set clear expectations, lead senior conversations and work across teams to resolve issues and maintain follow-through.

What great looks like.

Sound choices. Working integrations. Visible economics.

Choices earn their place.

Recommendations are thoughtful, well supported and clear about tradeoffs. You connect technical and commercial judgment to practical business needs.

Agreements become capability.

Partnerships lead to useful, dependable outcomes. Teams understand responsibilities, work through obstacles and communicate progress accurately.

Economics stay visible.

Maintain a clear view of costs and commercial performance. Identify changes early and present practical recommendations with sound financial judgment.

HOW YOU'LL WORK

Report to the Founder & CEO and collaborate across product, technology and business teams. Bring clear recommendations, thoughtful communication and dependable follow-through.

WHAT TO EXPECT

Expect conversations about your judgment, relevant work and how you collaborate. We'll explain any assessment, its purpose, the expected effort and next steps before you proceed. You'll have time to ask questions of the people you would work with. Hiring decisions are made by people.

Build with perspective. Deliver with judgment.

Platform judgment, compute economics and hands-on deal execution.

Platform strategy & partnerships

Experience setting platform or ecosystem priorities and developing technology partnerships, with personal ownership from opportunity assessment through agreement and implementation.

Compute & commercial fluency

Experience evaluating model, cloud or compute providers, pricing, capacity needs and usage commitments. You can connect workload assumptions and unit economics to practical commercial choices.

Complex deal execution

A record of structuring and negotiating technology agreements with senior counterparts. You understand how access rights, service obligations, economics and delivery requirements shape a durable partnership.

Integration delivery

Technical fluency with software platforms, APIs and integration dependencies. You coordinate Product, Engineering, Data and Legal, explain tradeoffs and carry work through to accepted outcomes.

Executive judgment & discretion

Credibility with senior external stakeholders and company leaders. You set expectations clearly, resolve relationship issues and handle sensitive information with care.

PREFERRED BACKGROUND

Experience building within an AI-native company, frontier AI lab, developer platform or technically sophisticated software business is strongly preferred.

Relevant experience across model providers, cloud or compute partnerships, capacity planning, usage-based economics and complex technology integrations.

Build together. In Miami Beach.

At loopworks, we believe technology should make us more capable, connected, and human. We're an ambitious, collaborative team where curiosity, individuality, and fresh perspectives matter. Help shape what comes next, and enjoy the ride along the way.

Build alongside your colleagues in Miami Beach, with the ocean, culture and energy of an international city part of your everyday surroundings. Bring ambition for the work and curiosity about the life you can build around it.

Responsibility. Craft. A life beyond the screen.

Shape foundational decisions, work across disciplines and help build a product and company that earn people's trust.

ANNUAL BASE SALARY

\$250,000-\$325,000

Bonus, equity and benefits are separate.

Four in-office days per week initially. After six months, one additional remote day may be approved based on performance, role and business needs.

Bring your judgment. Help build what's next.

Candidate Privacy Notice

At loopworks, LLC, we respect your privacy and are committed to protecting the personal information you share with us during the recruiting process.

When you apply for a position or express interest in joining our team, we may collect your name, contact information, résumé, professional experience, qualifications, and other information you voluntarily provide.

We use this information for legitimate recruiting and employment-related purposes, including evaluating qualifications, communicating with candidates, conducting interviews, making hiring decisions, and complying with applicable legal obligations. Access is limited to authorized personnel and service providers involved in recruitment.

Hiring decisions are made by people, not automated candidate scoring or rejection systems.

We retain applicant information only as reasonably necessary for recruitment, applicable legal requirements, and legitimate recordkeeping purposes. Consideration for future opportunities will be handled separately where required by law.

Please do not submit Social Security numbers, financial information, medical records, or other sensitive personal information with your application.

For questions about your personal information or to exercise applicable privacy rights, contact dataprivacy@loopworks.com.

For additional information, please review our [Privacy Policy](#).

APPLY

jobs@getloopworks.com

To apply, send your résumé or professional profile to jobs@getloopworks.com with "Head of Platform & Compute Strategy" in the subject line. A cover letter is not required.

Please share work you have permission to discuss. We do not ask for confidential information from current or former employers.