

Pobor Eruesegbefe

poborwork@gmail.com | +447949797818 | Personal Website: Pobors.com

Work Experience

LOX Digital | *Founder & Developer*

London, UK | Jul 2026 - Present

Independent studio building AI-native web products for small businesses and startups.

- Created an AI agent that sources qualified leads against set metrics and automates cold outreach, from the first message to proposal creation and contract generation. Generated £7,000 in signed revenue within three weeks.
- Building personal and client products including a salon-stylist marketplace, with an AI engine scoring match fit on skills, location and working preferences to automate candidate screening for salons.
- Developed products quickly with Claude Code and Codex, going from ideation to live typically in 3-4 weeks and grew engagements from £400 websites to £5,000 builds

Scope AI | *Deployment Strategist*

London, UK | Jun 2026 - Jul 2026

Index Ventures backed startup (raised \$20million+) building AI agents for the highly regulated inspection industry.

- Built and pitched custom AI extraction solutions to country managers, cutting a manual cross-checking workflow across 600+ files from 8 hours to 4 per report, a client-validated 50% reduction.
- Ran on-site discovery to map enterprise clients workflows to identify potential time/cost savings for my solutions before, during and post-pilot engagements. Typically delivered 40-55% in time savings for clients
- Conducted training sessions for client teams during deployment and used user interviews to identify further new workflows and regional expansion opportunities

Apple | *Project/Program Manager*

London, UK | Jan 2025 - June 2026

- Built an internal RAG-based AI assistant that reduced opportunity analysis from 30–60 minutes to 5 minutes, enabling the sales team to find and pitch more revenue opportunities to clients
- Created and scaled an internal revenue tracking system managing \$88m+ in opportunities across EMEA sales teams, adopted by senior leadership for annual strategy planning and business case development.
- Designed and led a sales sprint delivering \$632K (+12%) weekly revenue uplift, a record-breaking increase for a mature category, prompting EMEA-wide adoption of my sprint model

Nestwork | *Co-Founder*

London, UK | Nov 2021 - Jan 2025

Edtech startup at pre-seed stage, focused on helping students find and secure their first job.

- Co-founded an AI-powered edtech platform and grew from zero to 7,000+ active users and 4 enterprise customers within 6 months of launch
- Led the development of our speech-to-speech AI career coach by defining product requirements, executing marketing strategy, working with realtime LLM APIs and leading prompt engineering.
- Raised £200,000 through investment and grants from angel investors & venture capital as a university student and was accepted into Balderton Capital's first AI incubator cohort

Projects

Speakflo | [Link](#)

- Built real-time AI platform for meetings - using persona-aware knowledge base to help answer questions during the call to improve performance during sales call and other important meetings
- Cut knowledge retrieval latency from ~2s to 155ms (92% reduction), making responses feel natural

Education

Loughborough University

London, UK | Sep 2026 - Sep 2027

MSc – Computer Science

Modules: Algorithms and Data Structures, Generative AI and Large Language Models, Applied Data Science and Data Visualisation, Cloud Applications and Services

Loughborough University

Loughborough, UK | Oct 2020 - Jun 2023

BA – Philosophy, Politics and Economics

Additional Information

Technical Skills - JavaScript, React, Python, Tableau, SQL, LangChain.js, OpenAI API, LLM integration, Vector Embeddings, RAG pipelines, [Next.js](#), Claude Code, Supabase