



TalentGuy.io

— ILLUSTRATIVE SAMPLE

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Your **AI Ecosystem** Opportunity Map

SOLUTIONS ARCHITECTURE

TECHNICAL PRE-SALES

ENTERPRISE AI

CUSTOMER-FACING

THE LAYER BELOW

\$6.7T

FIVE-YEAR AI
BUILDOUT
(GOLDMAN)

341

FUNDED
COMPANIES
IN THE
INDEX

20+

STABLE-TIER
FITS FOR
YOU

4

BEST-FIT
DOMAINS

C-E

FUNDED,
HIRING,
REAL
REVENUE

— WHY THIS MAP. WHY NOW.

Everyone knows NVIDIA, OpenAI, and Anthropic — and everyone is scouring the same hyperscaler career pages, résumé number eight thousand. But the trillion-dollar buildout runs on a whole layer beneath the household names: funded Series C-to-E companies with real revenue, real backers, and aggressive hiring — not 50-person gambles. This isn't the dot-com bust; these companies have the runway to be here in five to ten years. The index exists to surface exactly that layer — and show where a background like yours fits inside it.

THE STORY THE MARKET HASN'T HEARD YET

The engineers build it. You're the one who makes the enterprise believe it, buy it, and deploy it.

Twenty years in solutions architecture and technical pre-sales is the profile this layer is short on. **The models are commoditizing; enterprise adoption is the bottleneck** — and revenue runs straight through the person who can carry technical credibility into the room and close the deployment. That's why customer-facing technical roles are proving the most resilient in the shake-out, and why these funded, stable companies are hiring them now. You're not competing with AI for this seat — you're the human layer it needs to reach the customer.

— YOUR OPPORTUNITY DOMAINS

Where Your Profile Maps

This sample maps a profile blending **solutions architecture, technical product, and customer-facing pre-sales** — the translator between deep technology and the enterprise buyer — onto the stable, funded layer of the ecosystem.

Domains are sequenced by fit. Enterprise apps and agentic AI sit closest to your customer-facing strength; the cloud and MLOps platform layer broadens the field; edge and physical AI is the adventurous frontier.

Pulled from the live funding index. The mix is deliberate: **established anchors with real revenue** next to **earlier-stage Series B/C plays** where the right early hire becomes employee #50.

DOMAIN 01

BEST FIT

Enterprise AI Application Layer

Everyone's waiting on Microsoft Copilot and the Salesforce giants. Meanwhile these funded, enterprise-selling AI companies need exactly what you do — **technical pre-sales and solutions architecture to land and deploy in the Fortune 500**. Real ARR, real backers, a fraction of the applicant pile.

TARGET COMPANIES

Cyera · \$2B

Decagon · \$481M

Ada · \$188M

Hebbia · \$161M

Rogo · \$151M

DOMAIN 02

HOTTEST LAYER

Agentic AI

The whole world's watching OpenAI's agents. The companies actually **hiring agent-deployment talent** are these — funded voice, CX, and engineering agent platforms selling into the enterprise, where a solutions architect turns a demo into a rollout.

TARGET COMPANIES

Parloa · \$557M

Hippocratic AI · \$402M

PolyAI · \$202M

11x · \$76M

Factory · \$70M

DOMAIN 03

STRONG FIT

Neo-Clouds, Orchestration & MLOps

Everyone's piling into AWS and the hyperscalers. These are the **gettable platform players** — AI cloud, inference, and data infrastructure that enterprises are adopting right now and need solutions architects to deploy. Picks-and-shovels, with revenue.

TARGET COMPANIES

Vercel · \$863M

Baseten · \$585M

Anyscale · \$260M

MinIO · \$126M

Modal · \$111M

DOMAIN 04

EMERGING EDGE

Edge & Physical AI

Beyond the Teslas and Figures everyone reads about, these funded physical- and edge-AI companies are moving **from pilot to fleet** — and deployment at customer sites is a solutions-architecture problem. The adventurous edge of your map.

TARGET COMPANIES

Wayve · \$1.5B

NEURA Robotics · \$1.4B

Standard Bots · \$200M

Auterion · \$195M

PassiveLogic · \$125M

You don't have to fight ten thousand applicants at OpenAI to land somewhere real — or to catch the next rocket early. From stable anchors to the Series B where you'd be employee #50, this is the funded layer below the headlines where a career like yours actually gets read.