



Raphael Costa

CTO @ Crosscheck / AI Agents / Product & Platform Engineering

San Francisco Bay Area

Brazilian

01 Extraordinary Ability Visa

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SUMMARY

Senior software engineer and startup operator with 18+ years across AI, web platforms, product management, and engineering leadership. Built and led AI products, workflow systems, APIs, mobile apps, and startup teams from early product discovery through scaled execution.

CURRENT

CTO at [Crosscheck](#) / [Techstars](#)

PREVIOUS

[Gumroad](#), [Pipefy](#), [HSBC Technology](#)

PROGRAMS

[500 Startups](#), [ODF](#), [Techstars](#)

EXPERIENCE

Chief Technology Officer / Founding Engineer

Jun 2025 - Present

SF Bay Area

[Crosscheck](#)

- Leading technology for supply-chain compliance software from evidence collection to audit report finalization.
- Built internal GTM AI agents, GTM intelligence workflows, and CRM tooling for go-to-market operations.
- Part of the Techstars NYC Fall 2025 cohort with Crosscheck.
- Built early AI-agent systems and product foundations; CTO since Nov 2025.

Founder

May 2025 - Nov 2025

Remote

[Expe AI](#)

- Built a context-aware agent product that embeds in apps to guide users, answer questions, and automate flows.
- Used browser agents and session recording to understand user sessions and guide users through product workflows.

Founder Fellow (ODF25)

May 2025 - Jul 2025

San Francisco

[ODF](#)

- Selected for a highly selective in-person San Francisco founder program for early-stage company building.

Senior Software Engineer

May 2024 - May 2025

Brooklyn, New York

[Gumroad](#) / [Antiwork](#)

- Led product development for Helper, an AI-agent customer support product, and contributed across Gumroad and Flexile.
- Delivered AI improvements, pricing strategy, dashboards, and usage alerts for a product handling 28,000+ conversations/month.

PROJECTS / FEATURED [Helper](#)

Principal Engineer / Technical Product Manager / Founding Engineer

Jun 2015 - Jul 2024

Curitiba, Brazil

[Pipefy](#)

- First software engineer and later first product manager; led core architecture, roadmap, and early product execution.
- Built and led Pipefy AI while technically guiding an engineering organization of 50 engineers.
- Built the public API and Apps platform, including GraphQL API, Webhooks, and developer framework.
- Helped scale Pipefy to 4,000+ companies, several enterprise customers, and \$100M+ raised.
- Delivered product and mobile work using React Native, GraphQL, Apollo, Rails, and React.
- Published in InfoQ on React Native/GraphQL and quoted by the GraphQL Foundation as Head of Platform.

PROJECTS / FEATURED [Pipefy AI](#) [InfoQ](#) [GraphQL Foundation](#)

Earlier Full-Stack Engineering

2008 - 2015

Curitiba, Brazil

[ateliware](#), [Sage](#), [Experia Development](#), [HSBC Technology](#)

- Rails, ecommerce, billing APIs, agency product work, and enterprise portal migration.

SKILLS

- [AI Agents](#) [RAG](#) [LLMs](#) [TypeScript](#) [Next.js](#)
- [React](#) [Ruby on Rails](#) [PostgreSQL](#) [Redis](#)
- [GraphQL](#) [API Design](#) [Data-intensive Applications](#)
- [Backend Software](#) [Product Management](#)
- [Technology Leadership](#)

EDUCATION

- Systematically Improving RAG Applications - Jason Liu / Maven, 2025
- Transformer Models and BERT - Google Cloud, 2025
- Advanced Learning Algorithms - Stanford University, 2024
- Generative AI with Large Language Models - DeepLearning.AI, 2023
- Supervised Machine Learning: Regression and Classification - Stanford Online, 2023
- AI For Everyone - DeepLearning.AI, 2023