

AI BUILDER & APPRENTICE

Bring what you've made and how fast you learn. We'll teach you the rest.

Contract-to-Permanent • Cornwall, Ontario • Full-Time, In-Office • 50,000-70,00\$

ABOUT LPT & CO.

LPT & Co. is a boutique consulting and AI products firm in Cornwall, Ontario. We help founders, municipalities, Indigenous organisations, and non-profit teams across Eastern Ontario through hands-on consulting, loan administration, and governance support. We also build the AI-powered products that are fast becoming the bigger part of what we do: Mezzura™, our lending intelligence platform; Second Cut™, our community data practice; and North Clearing™, our fractional COO and embedded operations practice. We don't advise from a distance. We get in the trenches and build the structure, and the tools, that keep the work moving. We're a small, close-knit crew, which means everyone wears several hats, works shoulder to shoulder with clients and Principals, and sees the real impact of their work every day.

THE OPPORTUNITY

This one is different, and we mean it. We're looking for a builder: someone who makes things, breaks things, fixes them, and can't help tinkering. You might be self-taught. You might have a degree in something unrelated. You might have spent the last two years building bots, automations, side projects, a physical thing in a workshop, or small businesses on your own. We care far more about what you can make and how fast you learn than about the line items on your resume.

You'll work alongside the Principals to build real things: internal tools, automations, and the technical backbone behind our analytical and product work, from data pipelines and classification tools to dashboards, proofs of concept, and the AI-powered products that are central to where the firm is headed, like Mezzura (our lending intelligence platform) and Second Cut (our community data practice). These products are how we expect the business to grow, so what you build here matters. You'll be mentored, you'll be stretched, and you'll ship work that counts from early on. This is a contract to start, with a clear path to permanent for someone who proves they can build.

WHAT YOU'LL DO

This is the range of building work on our plate. You won't own all of it; we'll weight it toward your strengths.

BUILD & PROTOTYPE

- **Make things that work:** build internal tools, automations, scripts, dashboards, and small apps that take real work off the team's plate, and improve them as you learn what actually helps.
- **Product features and proofs of concept:** contribute to our AI products (Mezzura, Second Cut) and stand up prototypes and dashboards for internal and client projects.

DATA & AUTOMATION

- **Data tooling at scale:** help build and maintain the data and classification tooling behind our labour market work, including the scripts and pipelines that keep it running.
- **Accuracy and QA:** run quality checks on our data and outputs, catch what's wrong, and document it so the results can be trusted.

WEB & SEO

- **Build and improve our sites:** help build, fix, and optimize our product and marketing sites, including search and performance.

WORK WITH AI

- **Build with AI tools:** use AI to design, draft, code, and ship faster, with the judgment to know when the output is good and when it isn't.

LEARN THE BUSINESS

- **Understand the why:** learn how consulting, lending, and data work actually happen here, so the things you build solve the real problem and not just the obvious one.

SHIP, IMPROVE & WORK WITH THE CREW

- **Finish things:** take an idea from rough to working to genuinely useful, then keep sharpening it. We value shipped over perfect, and useful over clever.
- **Be part of the team:** share what you're building, ask good questions, take feedback well, and help the people around you. A small firm only works when everyone pulls together.

WHO YOU ARE

You're a relentless learner and a genuinely hard worker. You don't wait for permission or perfect instructions; you figure it out, try something, and iterate. You've almost certainly built things on your own already, for the simple reason that you couldn't not.

You have integrity and good judgment, because you'll be trusted with real work and sometimes sensitive information. You're humble enough to take feedback and confident enough to have a point of view. And you actually want to be part of a crew: people who look out for each other and care about the work. We're not interested in lone wolves passing through. We're interested in who you are and what you bring to the team.

WHAT YOU'LL BRING

We're deliberately not handing you a checklist of credentials. There's no required degree and no required number of years. Instead, show us:

- **Things you've built:** anything, digital or physical. Code, an app, a bot, a data tool, or a spreadsheet that runs a business, just as easily a machine, a piece of furniture, a rebuilt engine, a robotics project, an event, a club, or a company. Evidence you make things.
- **A fast learning curve:** a track record of teaching yourself something hard and getting good at it.
- **Curiosity about AI:** you're already using these tools, or itching to, and you have instincts about where they help.
- **Drive and care:** you work hard, you finish what you start, and you care about doing it well.
- **Bonus, not required:** any coding, scripting, data, or design skills you already have (Python, web, automations, classification, and the like). If you don't have them yet but learn fast, that still counts.

If you read this and thought "that's me, but I'm not sure I'm qualified," apply anyway. That hesitation is often exactly the person we're looking for.

DETAILS & HOW TO APPLY

- **Term:** contract to start, with a clear path to a permanent role for the right person.
- **Location:** LPT & Co. Office, Cornwall, Ontario. This is a full-time, 100% in-office role (not remote or hybrid). We build best in the same room.
- **Compensation:** \$50,000-\$70,000, commensurate with experience and what you bring.

To apply, skip the formal cover letter if you want. Instead, send us one thing you've built, digital or physical, with a few sentences on what it is, why you made it, and what you'd build next, to hello@lptandco.com. Show us, don't just tell us. Applications are reviewed on a rolling basis until we find the right person.