

# HAMZA KHAN

Technical Product Manager | Trust Stack & AI Products

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Lahore, Pakistan

## PROFESSIONAL SUMMARY

Product Manager with 3+ years building fraud-prevention and identity verification infrastructure across IDV, AML/KYC/KYB, Liveness Detection, and Deepfake Defense. Discovered and publicly disclosed an anti-spoofing vulnerability in AWS Rekognition. Led 3 zero-to-one product launches, drove 57% monthly revenue growth, and designed a risk scoring engine that cut client processing times by 70%. Currently leading a team of 16 at Shufti, owning GTM across 7 product lines and preparing Gartner and Liminal analyst briefings. Strong at translating ML capabilities into shipped features and commercial outcomes.

## CORE COMPETENCIES

<b>Domain Expertise</b>	IDV (OCR, MRZ, NFC), Face Verification, Liveness Detection, AML/CFT, KYC/KYB/UBO, Deepfake Defense, Age Verification
<b>Product &amp; Strategy</b>	0→1 Product Creation, Roadmapping, PRDs, RICE, GTM Strategy, Pricing, Analyst Briefings (Gartner, Liminal)
<b>Technical</b>	Python, SQL, API Design, MongoDB, AWS (SageMaker, Marketplace), MCP Architecture, Mixpanel, A/B Testing, MLOps
<b>Leadership</b>	Team Management (16 reports), Cross-Functional Leadership, Sales Enablement, Agile/Scrum, Stakeholder Management

## PROFESSIONAL EXPERIENCE

### Shufti

Jul 2025 – Present

#### Product Manager | Team of 16

- Led a 16-person department across product and product marketing, managing workstream prioritisation, delivery cadence, and quality standards across simultaneous GTM executions for 7 product lines.
- Owned GTM strategy and execution across 7 product lines (Face Verification, Document Verification, Age Verification, AML Screening, Videoident, eIDV, Address Verification), achieving greater than 90% internal adoption against structured adoption targets within the first quarter.
- Conceived, named, and launched the Blind Spot Audit on AWS Marketplace with 4 audit engines that enable banks to stress-test historic KYC portfolios against modern deepfake and injection threats. Deployed inside client VPCs with zero PII exposure.
- Launched Age Verification as a standalone product to unlock a new revenue stream, aligned with emerging mandates including the UK Online Safety Act, EU DSA, and Challenge 18/21/25 frameworks.
- Built a HubSpot-tracked Content Library that generated 10+ qualified leads within the first month of launch, converting static marketing collateral into a gated demand generation engine with full attribution visibility.
- Designed and deployed an internal LMS and Sales Certification programme, certifying 15+ SDRs and AEs across all 7 product lines before prospect engagement.
- Led a comprehensive website revamp across homepage, all product pages, and IA restructure, driving a 43% increase in organic traffic.
- Prepared all Gartner and Liminal analyst briefings including decks, documentation, and competitive positioning materials.

### Programmers Force

Jan 2024 – Jun 2025

#### Technical Product Manager

##### AML Watcher | RegTech Compliance Platform

- Built the product function from zero, scaling the team from 2 to 10 and establishing end-to-end product operations across PRDs, sprint planning, pricing strategy, and cross-functional delivery with Engineering, Data Science, Design, and Sales.
- Designed a Configurable Risk Scoring Engine (country risk, database risk, criminal activity risk), achieving ~40% false positive reduction and 70% processing time decrease by enabling clients to customise risk weights and thresholds per jurisdiction.
- Built Adverse Media Screening end-to-end using NLP and context-aware entity extraction, scaling it from basic keyword matching to 5,000+ sources in 80+ languages with 415+ risk categories. This technology was later spun off as Media Watcher.
- Defined fuzzy name matching logic (phonetic, transliteration, diacritics, alias detection), reducing false positives by up to 60% and saving compliance officers hours of daily manual review across 15–20M entity profiles.
- Introduced Biometric AML as a market-first feature: 1:1 facial matching against AML databases, achieving 44% false positive reduction and up to 90% fewer manual reviews for matched screenings.
- Conducted technical demos for enterprise CTOs and CEOs, directly contributing to a 30% increase in enterprise sales. Drove 57% monthly revenue growth through targeted feature enhancements.

## Media Watcher | Zero-to-One Spin-Off

- Conceived, named, and led a zero-to-one spin-off of AML Watcher's adverse media engine into a standalone media intelligence platform processing 100,000+ sources across 230+ countries in 80+ languages. Delivered a working prototype in 2 weeks.
- Defined a 3-tier sentiment analysis pipeline (entity-level, case-level, news-level) and owned API architecture, pipeline design, and sub-200ms alert delivery system. Managed 1B+ archived articles spanning 25 years.

## Barie.AI | Agentic AI Platform, Zero-to-One

- Named the product and delivered a functional prototype in 1 month with 3 engineers and near-zero budget. Defined the complete agentic architecture including MCP integration for 200+ connectors, memory retention, and hallucination minimisation.
- Executed a waitlist-first GTM strategy, attracting 1,000+ sign-ups in 2 months with minimal spend. Platform now achieves top-tier GAIA Level 3 benchmark results.

## Programmers Force

Jul 2023 – Dec 2023

### Product Analyst | AML Watcher, Facia.AI, TheKYB

- Managed the Passive Liveness roadmap at Facia.AI, prioritising defenses against injection attacks and 2D-screen spoofs. Defined adversarial test scenarios using 40+ generative AI tools, 3D masks, and physical presentation attacks, reducing manual fraud reviews by 60%.
- Exposed an anti-spoofing vulnerability in AWS Rekognition's liveness check using a \$2 nylon mask, publicly documented on LinkedIn and acknowledged as an industry-wide gap.
- Created a comprehensive adversarial dataset (thousands of deepfakes, face swaps, AI-generated faces) that directly enabled Facia's Deepfake Detection and AI Image Detection product lines and contributed to iBeta Level 2 PAD certification.
- Improved Age Estimation model accuracy by 80% by leading in-house consented dataset creation across diverse demographics and structured retraining with the Data Science team.
- Mapped UBO discovery logic at The KYB, designing the algorithm that traces shell company layers to the actual human owner. Analysed 10,000+ user sessions to identify UI friction, improving completion rates by 45%.
- Wrote Python scripts to automate verification flow testing, cutting testing time for new client integrations by 50%.

## NOTABLE ACHIEVEMENTS

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- **Spoofed AWS Rekognition:** Discovered and disclosed an anti-spoofing bypass in AWS's liveness API using a \$2 nylon mask. [Publicly documented.](#)
- **3 Zero-to-One Products:** Led end-to-end creation of Media Watcher, Barie.AI, and Shufti's Blind Spot Audit, each from concept through architecture, prototype, and launch.
- **57% Revenue Growth:** Drove monthly revenue growth at Programmers Force through targeted feature enhancements and direct enterprise sales engagement.
- **Biometric AML Pioneer:** Pioneered the industry's first 1:1 facial matching for AML screening, achieving up to 90% reduction in manual reviews for matched entities.

## EDUCATION

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### Information Technology University, Lahore

2019 – 2023

BSc. Economics with Data Science | CGPA 3.51/4.0 (87.03%)

Relevant Coursework: Machine Learning, Deep Learning, Econometrics, Statistical Inference, Data Structures & Algorithms, Database Systems, Probability & Statistics, Linear Algebra

## CERTIFICATIONS

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### Harvard Online

Data Science Professional Certificate

Sep 2021 – Feb 2023

### AWS & DeepLearning.AI

Practical Data Science on AWS

Jul 2023 – Aug 2023

### DeepLearning.AI

ML Engineering for Production (MLOps) Specialization

May 2023 – Jun 2023

### Amazon Web Services

DevOps on AWS Specialization

May 2023 – Jul 2023

### DeepLearning.AI

TensorFlow Developer Professional Certificate

Apr 2023 – May 2023

### Google

Google Advanced Data Analytics Certificate

Apr 2023 – May 2023

[Full list](#)