

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

Domain Expertise	IDV (OCR, MRZ, NFC), Face Verification, Liveness Detection, AML/CFT, KYC/KYB/UBO, Deepfake Defense, Age Verification
Product & Strategy	0→1 Product Creation, Roadmapping, PRDs, RICE, GTM Strategy, Pricing, Analyst Briefings (Gartner, Liminal)
Technical	Python, SQL, API Design, MongoDB, AWS (SageMaker, Marketplace), MCP Architecture, Mixpanel, A/B Testing, MLOps
Leadership	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

- **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

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

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

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