PAVAN RAHEJA

AI Product Manager — AI agents, evaluation and growth

Dubai, UAE — resident · Notice period: 2–3 weeks

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13 years in product and growth · started as a software engineer · shipped the first ML in production at a GCC marketplace (+15% activations) · builds AI products and agents with Claude Code · agrees the success metric and the eval before the feature

I work on the gap between “it works in the demo” and “we know it works in production”. In practice that means a success metric agreed before build, a labelled eval set, staged rollout, and a monitor that notices when a system quietly stops doing its job. I have done this as a Senior PM inside a growth-stage marketplace and as a builder on my own AI products.

STRENGTHS

- **AI products that know their limits** — **Dubai Intelligence**, a live AI Q&A over real Dubai Land Department sales, answers from the data or refuses. It scored **85% (34/40) on an independent evaluation** at first contact, then improved through a human-approved learning loop
- **Growth with measured outcomes** — at **Mashkor**: activation **+40% in 8 months**, monthly actives **3× (7K → 25K)**, revenue **2.8×** in 18 months
- **Agents with gates** — **60+ ideas assessed, 4 met the production bar**; risk guardian, kill switch and staged promotion (shadow → paper → live). Author of open safety RFC **#7218** on gating actions an agent cannot undo
- **Choosing the right amount of AI** — I put a model where judgement is needed and a rule everywhere else, which keeps cost and failure modes small
- **Building it myself** — I prototype in code (Python, TypeScript, SQL), so I can test an idea with data before asking engineering for time

EXPERIENCE

Glasshouse · glasshousedesk.com

AI Product Manager · *Jan 2026 – Present · Dubai* · quant research desk

- Built a multi-agent research and execution platform that ran 24/7 across five external venues, with staged promotion (shadow → paper → live), per-venue risk limits, a risk guardian and a global kill switch
- Set the bar before results existed: **60+ ideas assessed, 4 promoted**. An execution-realism check cut one candidate from a **profit factor of 3.13 on paper to 0.66** with real fills and fees, before money was at risk
- Built a read-only **truth monitor** comparing intended state with venue state every 10 minutes, after every health check stayed green while one bot had silently stopped
- Paused live trading in **September 2026** when no strategy cleared its bar on fresh data. Published safety RFC **#7218** and the orchestration pattern as open source (**alphagrid-orchestrator**, MIT)

Insight Bay

Founder · *2026 – Present · Dubai* · AI and automation for UAE businesses

- Built a **WhatsApp messaging automation** for a Dubai field services company, piloted live in **July 2026**: read the dispatcher’s daily job feed, matched jobs to the booking portal, skipped cancellations and sent pre- and post-visit messages hands-free. Best day: **42 jobs detected, 39 delivered, 0 errors**
- Kept the production loop deterministic, with no LLM in the runtime, because the task did not need one. When WhatsApp flagged the account, I stopped it the same day and moved the design to the official Business API

Dash Capital

Founder — Product & Operations · *Aug 2024 – Dec 2025 · Dubai*

- **0 → AED 2M in 18 months** with full P&L ownership

- Built the onboarding and operations platform: **KYC/AML onboarding**, document capture, CRM, outreach sequencing and lead-gen automation, replacing a **3–5 person operations team**
- Started **Dubai Intelligence** around the allocation questions this business raised; it is now a public live demo

Mashkor

Senior Product Manager (Growth) · *Nov 2022 – May 2024 · Kuwait* · two-sided delivery marketplace

- Owned the 18-month roadmap across activation, retention and engagement: monthly actives **3× (7K → 25K)**, revenue **2.8×**, activation **+40% in 8 months**
- Introduced ML to the company: a **Vertex AI** recommendation engine in production, **+15% activations**, **+1.3× engagement**. Owned feasibility, eval-set design and the A/B framework
- Cut average order time from **5 to 2.8 minutes** by pulling business details from Google Maps, after users reported the friction
- Led product for a cross-functional team of 10: a PM and a product designer reported to me; worked with the Engineering Manager, 5 engineers and 2 QA, and drove delivery across sales, growth, legal and compliance

Earlier

Nova Benefits, Growth PM (2022), B2B insurtech on a regulated insurance layer: **2.5× website traffic, +30% product leads** in 4 months · **rtCamp**, Growth Specialist (2020–21): **+30% template discovery** for a Google plugin with **100K+ installs** · **PriceLabs**, Growth & Product Consultant (2020–21): consulting through a **5×** scale-up · **Flint Technology & Systems**, Growth & Product Lead at a consultancy (2011–20): marketplace listings **50K → 170K** for a client · **Softronikx** and **Prism IT** (2006–11): core banking software engineering, then technical project management

SELECTED PROJECTS

- **Dubai Intelligence** — refusal-aware AI Q&A and decision workbench over real DLD sales · dubai-re-intelligence-seven.vercel.app · PRD: github.com/pavanraheja/dubai-re-intelligence
- **Safety RFC #7218** — gating irreversible agent actions · github.com/aden-hive/hive/issues/7218
- **alphagrid-orchestrator** — open-source multi-agent orchestration pattern (MIT) · github.com/pavanraheja/alphagrid-orchestrator
- **pavan.blog** — case studies and a Claude-powered digital clone that answers questions about my work

SKILLS

Product — roadmaps, PRDs, acceptance criteria · success metrics and kill conditions · A/B testing · activation, retention and engagement · **AI** — evals and labelled test sets · Claude Code, MCP, Anthropic Agent SDK · multi-agent systems, guardrails, kill switches · Vertex AI · refusal-aware Q&A · **Data and tools** — SQL, Python, TypeScript · PostHog · APIs · AWS, GCP

EDUCATION AND CREDENTIALS

BE, Information Technology, University of Pune (2006, First Class) · **Reforge** — Mastering Product Management (2022), Product Strategy (2023), Gen AI Product Strategy (2024) · **McKinsey Forward** (2025)