Shahin Ghanizadeh

Senior Technical Product Manager - AI Products

MBA in Technology Management | 10 years across product, UX, and software engineering
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SUMMARY

Senior Technical Product Manager who takes technically complex products from an unclear problem to a working release. I currently lead the product foundation for a compliance-first AI voice platform in the UAE. My earlier work includes building and operating Apex, a live, monetized AI market-analysis product, end to end. Across 10 years in product management, UX, and software engineering, I have learned to make decisions that survive implementation and to ground them in evidence: user research, decision logs, and measured outcomes rather than opinion.

Selected outcomes: cut LLM spend by about 95% on a live product; took a regulated UAE voice-AI product from ambiguous idea to closed discovery and a locked decision architecture; grew a paid subscription product to 300+ members organically; cut mobile LCP from 9.6 to 2.8 seconds; kept a 40-person company coordinating through an internet shutdown.

CORE SKILLS

Product Management: product discovery, problem framing, strategy, roadmaps, prioritization, PRDs, user stories, acceptance criteria, stakeholder management, KPIs, launch planning, pricing, and monetization.

Delivery & Execution: Agile product delivery, Scrum, Kanban, Shape Up, fixed-scope bets, backlog prioritization, requirements breakdown, technical trade-offs, QA, defect triage, release readiness, and production operations.

AI Products: LLM and voice-AI workflow design, structured outputs, model selection, evaluation and guardrails, deterministic preprocessing, compliance-constrained AI design, and cost/latency optimization.

UX & Engineering: user flows, UI/UX, design systems, React, TypeScript, Python, FastAPI, PostgreSQL, Redis, Docker, REST APIs, and RTL interfaces.

Trust & Operations: reviews and reputation, KYC/KYB, moderation, fraud and spam prevention, support workflows, admin tooling, privacy, and appeals.

EXPERIENCE

Senior Technical Product Manager - UAE Proptech Venture | UAE | 2026 - Present

Voice-first AI lead-response and qualification platform for UAE real-estate agencies.

- Own the product foundation for a compliance-first AI voice platform: discovery, a final-draft PRD with requirement-level traceability, acceptance criteria, architecture decision packs, KPI design, and a prioritized backlog of 5 epics and 58 tickets; developer onboarding is in preparation.
- Closed discovery on evidence, not opinion: a 42-participant industry survey reframed the problem from 'faster first response' to inconsistent qualification, follow-up, and handoff — reshaping the entire scope — and founder workshops locked eight binding decisions in a single session.
- Translated UAE telemarketing regulation into engineering-ready invariants: fail-closed eligibility checks, calling windows, retry ceilings, channel-aware opt-out and suppression, list quarantine, and a four-level kill switch.
- Separated prototype from production telephony after confirming that UAE marketing calls require numbers registered under each agency's trade licence, avoiding a legally unlaunchable production path.
- Defined a CRM-agnostic canonical data model and audited the Zoho API; edition-level custom-field limits became onboarding checks before pilot integration.
- Set the North Star metrics before build: Qualified Handoff Within SLA Rate and Cost per Qualified Outbound Opportunity, with downstream revenue tracked separately and compliance kept visible in the dashboard.

AI Product Manager - Apex | apexpnl.com | 2025 - 2026

Live, monetized AI-powered market-analysis product for traders, analysts, and market participants across supported assets.

- Owned product strategy, roadmap, UX, pricing, launch, and production operations for a live, paid market-intelligence product with prepaid credits and server-authoritative usage accounting.
- Designed analysis workflows across 4 asset classes: 500+ crypto pairs, 10 forex majors, XAU/USD, and 14 stock/ETF tickers, delivering structured results in about 30 seconds.
- Reduced LLM spend by about 95% by removing roughly 80 redundant daily model calls, moving repeatable Pine Script logic into deterministic Python services, and selecting lower-cost models so the LLM explains structured evidence instead of computing it.
- Designed the full trader journey, including analysis configuration, credit use, history, and a risk-focused Panic flow for support during an open trade.
- Ran product and engineering end to end on a FastAPI, Celery, Redis, PostgreSQL, React/TypeScript, Docker, nginx, and Cloudflare production stack.

Technical Product Lead & Senior Frontend Engineer - Vibe | vibeapp.ir | 2023 - 2026

Two-sided local-business discovery and reputation platform for Iran, focused on trustworthy reviews, business profiles, discovery/search, and business-owner tools.

- Co-created the product after identifying a local trust gap, then defined the core marketplace loop, product strategy, layered roadmap, and cross-functional delivery order.
- Designed the complete UX and built the frontend from zero across the customer, business-owner, and admin surfaces, establishing the RTL design system and shared application architecture.
- Sequenced trust infrastructure deliberately: profiles, reviews, and discovery first; then KYC/KYB, claims, moderation, and admin operations; monetization last. Used Scrum/Kanban for feedback-heavy work and fixed-scope Shape Up bets when focused delivery mattered more than backlog churn.
- Scoped AI-assisted review quality, explainable rating recommendations, review summaries, optional identity verification, and moderation workflows with clear user control and privacy boundaries.
- Established launch readiness through API contracts, requirement traceability, risk-based QA, and P0/P1/P2 defect triage; cut the main JavaScript bundle from 1.4MB to 165kB through route-level code splitting.

Technical Product Lead & Full-stack Developer - Selected Client Products | 2026

- **First Choice:** rebuilt a live Persian, English, and Arabic real-estate platform and added a scheduled ingestion pipeline for roughly 1,000 new records per city each day; improved mobile Lighthouse from 53 to 95 and LCP from 9.6 to 2.8 seconds.
- **Hosseintalab:** designed the experience around the main uncertainty in buying a handwoven carpet remotely: seeing the exact full piece, knowing its price and origin, and reaching an expert directly.

Product Owner & Engineer - MRM (Internal Continuity Tool) | 2026

- Scoped, built, and deployed a self-hosted company messenger during an internet shutdown; about 40 people used its restricted-network, offline-ready PWA for daily coordination until normal access returned.

Managing Director & Product Delivery Lead - Monorro | monorro.ir | 2020 - 2024

- Led client discovery, scoping, commercial proposals, delivery coordination, quality standards, and executive operations; converted recurring small-business needs into a standardized web-presence offer.

Product Lead (Independent Product) - MonoCoin | monocoin.net | 2019 - 2023

- Built and operated a paid market-signals subscription connecting proprietary TradingView signals to Telegram and Cornix trade automation; grew it organically to 300+ paying members from a 13,000+ audience and owned pricing, retention, and subscriber experience.

Earlier Roles | 2016 - 2021

- **The Pol / Beshknow:** delivered an in-store music platform for shops, cafes, and restaurants; also completed independent frontend and market-analysis engagements.

EDUCATION & LANGUAGES

MBA, Technology Management - IAU Central Tehran (2026). GPA 3.9 / 4.0.

Thesis published at the First National Conference on Smart Governance (Tehran University - IAU Central Tehran): PLS-SEM study linking digital technology, innovation, and productivity, case study: Snapp.

Bachelor of Architecture.

Languages: English - professional working proficiency (IELTS 7.5). Persian - native.