Tejas Tharu

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PROFESSIONAL SUMMARY

Product leader with 10+ years across FinTech and SaaS. Proven track record in **0 to 1** builds and scaling global B2B/B2C products across Wealth, Lending, Payments, and Cards. Currently building an agentic AI wealth management platform using LLM-powered agents, RAG, and conversational AI. Strong in product strategy, UX, and data-driven execution.

EXPERIENCE

Gloventures Investment Management LLP — *Jan 2026 - Present*

Head of Product | Agentic AI Wealth Management

- Leading our AI wealth platform end-to-end as founding PM: product, engineering, design, GTM, investor relations
- Architected core platform: RAG-based LLM agents, broker integrations, trade execution, portfolio management
- Launched conversational AI in beta: investors chat with LLM agents for portfolio queries and trade execution
- Defining product positioning and target segments; leading early user validation and beta rollout

Independent Product Advisor — *Feb 2024 - Dec 2025*

SaaS | AI & Marketplaces

- Led product strategy, PMF and GTM for AI-powered platforms; drove **150K+** user acquisitions on Tilesview.ai
- Advised D2C startups on payment strategy, monetization, and customer acquisition, leveraging FinTech expertise

OLX Group — *Jan 2022 - Aug 2023*

Global Product Manager | OLX Autos LATAM (Consumer Lending)

*Led E2E product strategy for B2C/D2C lending apps (mobile & web) and VAS, growing OLX Autos' loan portfolio by **15%***

- Launched a **100%** digital loan platform across **4 LATAM countries**, increasing leads by **40%** and saving **$115K/m**
- Introduced an API-first VAS product (Insurance & warranty) with 12+ vendors, lifting profitability by **$600/car**
- Revamped loan application UX and KYC workflows with Ops & Legal teams, improving qualified leads by **40%**
- Built a unified car platform enabling omnichannel ownership experience, driving a **30%** uplift in cross-sell

PayMate — *Oct 2019 - Jan 2022*

Senior Product Manager | Payments (Cards, Wallets, BBPS) & Automation

*Built & scaled SaaS Payment products (**0 to 1**): acquired **50K+** businesses & processed **$500M+** in transactions*

- Launched an industry-first Direct Tax payment platform, processing **$300M+** while simplifying business tax filing
- Introduced BBPS-enabled Utility Bill Payments for businesses, achieving **~40%** sustained repeat users
- Developed a global B2B payments platform for VISA Singapore, processing **$10M+** in cross-border transactions
- Strengthened customer onboarding, KYC and fraud detection mechanisms, reducing platform risk exposure
- **Awards**: *Best Performer (2021), MD's Recognition Note, Winner of Product Hackathon (2020)*

Capgemini — *Jun 2018 - Oct 2019*

Product Owner | AdSales - Media & Entertainment (Insights & Data Team)

- Led Machine Learning-based Ad Sales Analytics product for linear media clients, improving ad targeting by **93%**
- Designed face recognition, mood detection & OCR solutions, enhancing efficiency by **30%** for cruises & theme parks
- Onboarded a new media client for Capgemini TMT, securing a **$20M** investment; *Awarded Rising Star (2019)*

iGATE Global Solutions — *Mar 2014 - May 2016*

Senior Software Engineer | Business Analyst | Life Insurance, Medical & Life Sciences

- Delivered QA for insurance and life sciences projects, achieving **98%** on-time delivery and seamless coordination
- Improved regression testing efficiency by **60%** by implementing Selenium-based automation scripts

EDUCATION

Symbiosis Institute of Business Management (SIBM), Pune — *2016 - 2018*

MBA, *Marketing*

Dharmsinh Desai Institute of Technology (DDIT), Nadiad — *2009 - 2013*

B.Tech, *Computer Engineering*

SKILLS

Agentic AI | LLMs | RAG | Conversational AI | Generative AI | Product Strategy & Management | Roadmapping | UX/UI | Data Analysis | A/B Testing | AI Product | Agile | SQL | API Integrations | Market Research | Stakeholder Management

TOOLS

Claude Code | JIRA | Confluence | Trello | Figma | Miro | Lucidchart | Google Analytics | QlikSense | Postman | Notion