

# Aswinraj Kailath

## Senior Product Manager

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### 👤 Profile

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Strategic Product Manager with 5+ years of experience bridging backend engineering, Web3 infrastructure, and autonomous AI systems. Expert in designing product-level controls, incentive design, and adversarial testing for non-deterministic AI agents. Proven track record in leading zero-to-one initiatives, including supporting a \$2M Seed round and scaling developer ecosystems for 50+ Web3 teams.

### 📁 Professional Experience

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**Lead Product Manager, BuildBear Labs** 2023 – Present  
Remote

**Key Impact:** Scaled a zero-to-one blockchain infrastructure platform from MVP to a venture-backed ecosystem supporting 50+ Web3 teams.

- **Fundraising & Strategy:** Defined the product vision and technical roadmap that successfully secured a **\$2M Seed round**.
- **Product Leadership (Phoenix Engine):** Architected the Phoenix engine and overhauled cloud infrastructure, slashing operational overhead by 40% while maintaining <1% downtime.
- **Ecosystem & Partnerships:** Spearheaded the integration of 12+ blockchain protocols and managed strategic technical partnerships for over 50 developer teams.
- **Monetization:** Designed and launched the platform's first revenue model, transitioning the product from a prototype to a sustainable, paid service.
- **Engineering Roots:** Built the initial MVP from scratch and implemented a micro-services architecture that improved performance and reduced initial overhead by 30%

**Co-founder, CTO, Lidelta Innovations LLP** 11/2021 – 11/2022  
Kochi, Kerala

- Co-founded and led R&D for IoT and embedded systems product development focused on automation.
- Successfully designed, developed, and commercialized IoT and automation products, achieving measurable sales and customer adoption.
- Oversaw product lifecycle from concept to deployment while integrating customer and market feedback.

**R&D Engineer, Ligerio R&D** 06/2020 – 11/2021  
Kochi, Kerala

- Developed IoT devices integrating embedded hardware and backend connectivity.
- Built scalable data pipelines and cloud interfaces for IoT deployments.

### 🧩 Open-Source Projects

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**AgentARC** [🔗](#), *Maintainer & Architect* | 2025 – Present 12/2025 – Present

- **Architectural Leadership:** Serving as the primary maintainer and architect for an open-source framework dedicated to securing autonomous AI agents by analyzing failure modes.
- **Safety Frameworks:** Developing modular tools for control and guardrails to make complex autonomous systems legible and dependable at scale.

- **Benchmarking:** Designing criteria to test agentic reliability in adversarial scenarios, bridging the gap between AI research and production-ready safety.

## Skills and Technical Acumen

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- **AI & Autonomy:** AI Agent Security, Agentic Payments, Guardrail Implementation, Failure Mode Analysis, Autonomous System Reliability.
- **Web3 & Blockchain:** Solidity, Go, X402, EVM Frameworks, Smart Contract Security, Incentive Design, Developer tools.
- **Product Management:** Seed-stage Fundraising, Revenue Modeling, GTM Strategy, Feature Prioritization, Agile (Scrum).
- **Engineering:** JavaScript/TypeScript, Node.js, Python, Docker, Kubernetes, AWS/GCP, Micro-services.
- **Languages:** English, Malayalam, Hindi.

## Education

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**Bachelor of Technology Electronics & Communication Engineering,** 07/2017 – 07/2021  
*Mar Athanasius College of Engineering, Kothamangalam, India* Kochi, India

- Specialized coursework in Microprocessors, Embedded Systems, Data Structures, and Computer Networking. Developed a strong foundation in hardware-software integration critical for IoT and embedded backend development.
- CGPA: 8.85

**Project Management,** *Google* Remote

**Startup School,** *Y Combinator* Remote

## Organisations

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**Microsoft Student Partner / Microsoft Learn Student Ambassador** 2019 – 2021  
Remote

- Organized hands-on workshops to educate peers on emerging technologies and enable community upskilling.

**Vice Chairman, IEEE Computer Society MACE Student Branch** 2018 – 2019  
Kochi, Kerala

- Led and organized technical events, sessions, and competitions focused on emerging computer science and engineering topics.

## Declaration

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I hereby declare that the information provided above is true and correct to the best of my knowledge.



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**Aswinraj Kailath**  
Kochi, 27 February 2026