

Ammar Waqar

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AI-First Product Engineer leveraging AI agent teams to ship full-stack products with end-to-end ownership.

PROFESSIONAL EXPERIENCE

INDEPENDENT PROJECTS

Karachi, Pakistan

AI-First Product Engineer & Founder (Full-time)

Jun 2025 – Present

Architected and launched an AI-powered startup validation engine - *B2B SaaS Experience*

- **StepZero** - Built a Next.js web app from 0-to-1 utilizing an AI-first development workflow (Cursor, Windsurf, Claude Code), orchestrating AI agents to rapidly execute boilerplate while independently architecting the core business logic.
- Engineered an n8n data pipeline (SerpApi, DataforSEO) and leveraged LLMs to scrape Reddit, extract pain points, and dynamically generate PRDs, paired with a custom user analytics dashboard.

Solo-developed and launched a productivity web application - *B2C SaaS Experience*

- **Viewday** - Solo-launched a productivity app in 2 months, engineering features via Notion/Google Calendar APIs to secure an official [Notion Integration Gallery](#) listing.
- Leveraged AI (Antigravity) to ship cross-platform syncing via Supabase Realtime, Vercel Cron jobs, and an [Obsidian Plugin](#), alongside custom billing and analytics pipelines.

Architected a scalable enterprise backend for a US-based client — *Enterprise Backend Engineering Experience*

- **Yensie Core API** - Built a robust enterprise backend from 0-to-1 using NestJS. Directed and validated AI-generated code (Google Antigravity) to rapidly develop complex client business logic, secure API routing, and comprehensive Swagger API documentation.
- Architected and deployed the production infrastructure entirely on Digital Ocean, leveraging DO Managed Databases and Object Storage for highly scalable and secure data management.

Built a fully custom e-commerce platform for an organic D2C brand - *E-Commerce Platform Experience*

- **Punar Hunza** - Executed a complete 0-to-1 build of a custom storefront utilizing AI-assisted development to bypass traditional CMS limitations.
- Designed the end-to-end shopping experience, integrating secure checkout flows and a bespoke admin dashboard to monitor real-time usage and track customer drop-off.

NEMETSCHKE SE

Munich, Germany

AI Product and UX Manager (Full-time) - *B2B AEC Products Experience*

Nov 2024 – Feb 2025

- Assessed AI opportunities across 14 subsidiary brands and built a unified prioritization framework based on ROI, feasibility, and adoption likelihood, enabling executive alignment for the first wave of group-wide AI initiatives.
- Designed and validated a scalable embedding and integration strategy for an enterprise-wide AI Assistant, reducing implementation effort by ~60% and allowing each brand to leverage its proprietary RAG data without heavy engineering dependencies.
- Coordinated cross-functional teams across two brands to design a shared PoC for the AI Assistant, identifying experience synergies and establishing principles for a unified customer experience across the Nemetschek portfolio.

BITWALA

Berlin, Germany

Senior Product Manager / CPO (Full-time) - *B2C Fintech/Crypto/DeFi Product Experience*

Jul 2023 – July 2024

- Onboarded to a hackathon-based team in a new domain for me and took end-to-end PM responsibilities in 30 days instead of the standard 90 days after joining Bitwala.
- Led transition to Agile methodology: identified inefficiencies via team interviews and implemented structured Agile framework, driving 30% increase in productivity with measurable sprint outcomes.
- Accelerated MVP launch within 2 months of hire: crafted roadmap, prioritized features, and set a clear launch date, achieving 40% reduced time-to-market than originally planned.
- Defined and tracked product KPIs and balanced decisions based on qualitative data from 50+ online and in-person user interviews and surveys to identify new feature opportunities and improvements, consistently achieving 60% revenue growth, 50% increase in MAUs, and 20% increase in CSAT monthly.
- Led GTM strategy by creating launch plans and campaigns in collaboration with marketing, customer support, and design teams to spread product awareness, maintaining CLTV/CAC ratio at almost 3:1.
- Forged strategic direction with the startup's leadership by defining vision, market landscape, OKRs, and product USP, resulting in enhanced product clarity among all teams - promoted to CPO in 6 months.

ENGINEERING

Islamabad, Pakistan

Product Manager (Full-time)

Nov 2018 – Jul 2023

Built and launched a new AI startup from 0 to 1 - *B2B AI Product Experience*

- Led UI/UX and Engineering scrum teams of 7 employees using Agile to develop Transconomy's AI cloud data service, two web apps, and a mobile app; created 35 new jobs amounting to 45 FTEs in total.
- Researched market opportunity and led customer interviews, wrote requirements and drove iterative product delivery through rapid prototyping; delivered production-ready products within 70% of the budget.
- Prioritized four product roadmaps with developers and designers, aligning product vision with the customer needs and business strategy, owned P&L and achieved OKRs 2 months ahead of plan.
- Fostered professional relationships with European and American B2B customers and partners, led technical demos; converted 8 B2B organizations to paying customers and signed partnership deals with 3 major technology firms in under a year with 92% retention rate.
- Represented the product in a [startup label competition](#) and trade shows, closed a multi-year partnership deal with a major European technology firm with a potential of adding \$1M to annual revenue.
- Coordinated with leadership to spin off Transconomy as a separate company; functioned as the CTO of this new startup leading technical sales and aligning customer needs to further product enhancements.

Re-envisioned a legacy DRM solution into a SaaS product - *B2B SaaS Product Experience*

- Conducted market research and customer interviews to identify gaps in iWrapper; conceptualized a SaaS portal that automated the onboarding, account management, and invoicing process for customers.
- Led a scrum team of 3 employees to develop the SaaS platform in Agile; developed and prioritized product roadmap; resulting in a successful launch that acquired 6 new B2B customers and added \$50K to revenue.

Digitally transformed a large multi-site network website - *UI/UX, Web, and Mobile Project Experience*

- Took leadership in bringing the voice of the customer into strategic planning of the design and development of a multi-site network website of American Association of State Highway and Transportation Officials.
- Led UI/UX and Engineering scrum teams of 3 employees in Agile to develop 65 subsites (380 pages) and a mobile app; architected a modularized process that supercharged developer productivity and saved 460 development hours; delivered 3 months before planned Go-Live date and added \$1.5M in revenue.

WELLS FARGO

San Francisco, CA, USA

Research & Development iOS Engineer (Contract)

Oct 2016 – Apr 2018

- Acted as key point of contact with 2 partner organizations and led multiple technology integrations for next generation banking apps; reducing in-house development effort by 35%.

- Oversaw and managed an offshore development team of 3 engineers to ensure timely and efficient delivery of projects, while maintaining quality and adhering to budget constraints.
- Led the development of 4 proof-of-concept banking iOS applications in Swift based on machine learning, augmented reality, and natural language processing.
- Got recognition from senior management early on; appointed as the lead engineer on R&D projects within the first 4 months.

EDCAST

Mountain View, CA, USA

iOS Engineer (Contract)

Mar 2016 – Oct 2016

- Conducted customer interviews to identify user needs, translated them into software requirements, and facilitated customer feedback sessions, resulting in a 30% decrease in customer complaints.
- Implemented user-centric design principles and redesigned the UI of the iOS app with a modular design system; increased app downloads by 20%.
- Rebuilt the frontend UI singlehandedly using reusable components in Objective C in 120 hours in an Agile environment using Jira; reduced code lines by 35%.

APPLE

Sunnyvale, CA, USA

Testing Engineer (Contract)

Apr 2015 – Feb 2016

- Conducted technical interviews of internal stakeholders within distributed teams to identify pain points and devised solution strategy; achieved 91% satisfaction rate among 46 stakeholders.
- Streamlined the overall QA process for watchOS 2.0 release; architected and developed testing pipeline for iOS developers while managing detailed documentation on Confluence.
- Developed an automation testing program in JavaScript; reduced manual bug reporting by 40%.

SKILLS

AI-First Development & Orchestration: Google Antigravity, Claude Code, Cursor, Windsurf, AI Agent Teams, n8n (AI Webhooks), LLM Prompt Engineering, and RAG architectures.

Creative Management: Product Management, Project Management, Agile/Scrum Methodologies, Team Building/Recruitment, Technical Writing, UX Research and Strategy, Wireframing, and UI Design.

Technical Domains: Web/Mobile Development, Cloud Architecture, Database Design, System Architecture, and Solution Design.

Web and Mobile Toolkit: Next.js, NestJS, Supabase, React-Native, AWS, Digital Ocean, Vercel, SQL, Python, JavaScript, Swift, REST, GraphQL, and JSON.

Productivity Toolkit: Jira, Asana, Fibery, Metabase, MixPanel, Miro, Figma, Adobe XD, Sketch, and MS Office.

EDUCATION

UNIVERSITY OF SOUTH FLORIDA

Tampa, FL, USA

Master of Science in Mechanical Engineering

Jan 2013 – Dec 2014

NATIONAL UNIVERSITY OF SCIENCES & TECHNOLOGY

Rawalpindi, Pakistan

Bachelor of Engineering in Mechatronics Engineering

Oct 2008 – Aug 2012