

Junaid Gulzar Malik

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AI & Product Strategy · Growth · UI/UX · Market Research

EXPERIENCE

Lead Product Manager — AI Tools

Jan 2024 – Present

Kameleoon

- Owning product strategy for Kameleoon's AI ecosystem: MCP server, tooling, and integrations with Prompt-based Experimentation
- Owner of 12-month product roadmap for AI-augmented development workflows at scale
- Built and shipped public MCP server for all major LLMs (Claude, Codex, Gemini, Cursor)
- Launched persistent organization-wide context for AI experiment building
- Shipped AI-assisted add-ons for in-chat asset creation, experimentation automation, and feature flagging
- Responsible for researching, benchmarking, and installing all new AI tooling for the Product team

Senior Product Manager — Feature Experimentation

Jan 2022 – Jan 2026

Kameleoon

- Product lead for Feature Flagging and Experimentation; SME for feature management
- Built offering from scratch: conceived, developed, and launched market-competitive product in under 18 months
- Introduced AI capabilities including an AI co-pilot
- Grew product traction to 10% of all campaigns launched with Kameleoon
- Matured for enterprise; recognized by Forrester and Gartner as a key market player

Senior Product Manager — Growth

May – Oct 2021

KeepTruckin

- Led retention and engagement strategy for fleet management platform
- Implemented enterprise chatbot (Ada.cx) and live chat; achieved 30% support volume containment
- Drove churn reduction analysis; achieved 17% customer save rate
- Revamped Help Center; deployed in-app messaging for product adoption

Co-Founder & CEO

Oct 2017 – Jan 2022

Soop.io

- Built cloud-based School Management System with flexible integration for existing infrastructure
- Scaled to 30,000+ users at acquisition; incubated through NIC Lahore accelerator

Product Lead

Jul 2019 – Jan 2021

Qwanse

- Led product development for digital logistics platform automating multi-modal transport workflows
- Full go-to-market ownership: partnerships (Carrefour), marketing, sales, investor pitches

Senior Business Analyst — Products & Platforms

Jul 2016 – Sep 2018

Inbox Business Technologies

- Product lead for large-scale government digitization (B2G/B2B presales, solution design, tendering)
- Project lead for CAPP: province-wide digital inclusion for 75,000+ farmers – Budget: \$7.0M
- Solution design for Federal Government tax analytics and fraud detection

Freelance Product Consultant

Aug 2012 – Dec 2021

UpWork

- Product owner for international clients; recruited and managed design and development teams

Teaching Assistant

Aug 2013 – Jun 2016

Lahore University of Management Sciences

- Teaching Assistant for entrepreneurship and programming courses

EDUCATION

MBA in Innovation Management

Oct 2018 – Jul 2019

École des Ponts ParisTech · Dean's 100% Scholarship Recipient

BS Computer Science

Aug 2012 – Jun 2016

Lahore University of Management Sciences

Product & Service Design

Jan 2017

Frog Design Inc.

SKILLS

Product & AI Strategy

AI ecosystem strategy, MCP Protocol, Feature Experimentation, Go-to-market, Growth hacking, Retention management

Data & Analytics

GA4, Pendo, Mixpanel, Tableau, Power BI, SQL

Technical

Python, JavaScript, C++, Java, Figma, UI/UX prototyping

Leadership

Stakeholder management, Public speaking, Sales enablement, Cross-functional alignment

AWARDS & RECOGNITION

- Recognized by Forrester and Gartner as key market player in Feature Management & Experimentation
- Ponts Alumni Council (2020) · Eiffel Excellence Scholarship (2019) · Giovani Nel Mondo Fellow (2019)
- The Duke of Edinburgh's Award (2012) · Cambridge High Achiever's Award (2011)