MUHAMMAD HAMZA ALTAF

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EXECUTIVE SUMMARY

Seasoned CTO and product-minded AI builder with over 9 years of experience. Before leading BackOps from Pre-seed to Series B in under 15 months, I founded 4 startups, 3 failed, 1 acquired (SOOP, scaled to 700K+ users), showcasing an innovative and entrepreneurial mindset. Seeking FDE and product roles to build impactful solutions.

EDUCATION

The University of Texas at Austin - **McCombs School of Business** May, 2025
Master of Science, Information Technology & Management

Lahore University of Management Sciences May, 2017
Bachelor of Computer Sciences

EXPERIENCE

BackOps AI - Pre-seed to Series B (**$42M**) San Francisco, CA
Founding Fullstack Engineer March 2025 - Present

- Led FDE efforts across 4 enterprise customers, scaling 1 to 23 use cases, driving **$1.3M revenue**
- Led product delivery of an agentic platform that cut delivery time **83%** (**6 weeks to 1 week**), replacing custom builds
- Cut enterprise sales cycles **60%** by enabling sales and solutions to self-build customer demos, with **zero engineering involvement**
- Built BackOps' customer-delivery engine from scratch: a **14-person** FDE and Product org that took the company from Series A to Series B in under 6 months
- Drove BackOps to **SOC 2 compliance**, building the access controls, audit logging, and evidence collection that cleared enterprise security reviews

SOOP Technologies - Pakistan's leading school management software Lahore, Pakistan
Co-founder & CTO January 2019 - June 2024

- Led the development team to build and scale SOOP for **470+** institutions serving over **700K students**
- Implemented a **RAG-based AI solution** using Pinecone and LLM APIs cutting exam creation time by **90%**
- Streamlined the education loan process by integrating with 3 banks, generating **4,000 loan applications**
- Designed and deployed near real-time ETL workflows using Kafka, Ruby on Rails, BigQuery and Data Bricks, accelerating insights for marketing and operations **teams by 3x**

Hyly.AI - AI-powered marketing suite for Multifamily Ashburn, VA
AI Product Manager March 2022 - April 2024

- Spearheaded the specifications, wireframes, development, and testing of Hyly's Gen AI based email and chat AI, driving **25% increase** in apartment leasing agreements
- Collaborated with data and success teams to optimize training data boosting **chatbot accuracy to 81%**
- Led the migration of our react applications from **version 16 to 18**, leveraging concurrent rendering and automatic batching to achieve a **20% improvement in performance**

Hyly.AI - AI-powered marketing suite for Multifamily Ashburn, VA
Product Manager April 2021 - March 2022

- Led development and design efforts to revamp 6 different products into one suite, boosting **ARR by $200K**
- Established test-driven development using Capybara, Cucumber and Rspec reducing **bugs by 45%**

Ailaaj.pk - Pakistan's first healthcare startup to raise $1M Lahore, Pakistan
Full Stack Developer January 2017 - May 2019

- Integrated 4 diagnostic labs enabling users to order lab tests from Ailaaj generating **700K PKR revenue**

PROJECTS

Udemy Course - Free course for emerging entrepreneurs June 2024 - September 2024

- Hands-on course for entrepreneurs, **currently enrolled by 454 students**

SKILLS

- **Tools:** Jira, Big Query, Databricks, Redis, MongoDB, Spark, Kafka, Resque, Elasticbean, AWS S3, EC2
- **Languages & Frameworks:** Python, PyTorch, Flask, Ruby on Rails, SQL, Langchain, ReactJS, Langsmith