

Habib Mehmoodi

Enterprise AI Architect and Builder · AI Adoption and Governance · Go-to-Market and Market Expansion

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LIVE PRODUCTS thearq.ai · burraquantum.com (Rumin) · tapresume.ai

Agentic AI · LLM applications · RAG · AI governance and compliance · Enterprise architecture · Python · TypeScript · LangGraph · Go-to-market · Market expansion · P&L

PROFESSIONAL SUMMARY

Enterprise AI architect who designs, builds and deploys AI products end to end, with 20+ years across B2B technology, banking, RegTech and AML. I have been self-taught in machine learning since 2020, and have been shipping LLM products since 2022, when I first deployed CerebralBot, my conversational lead-generation agent, on client websites. Since 2025 I have architected and built three AI products: the ArqAI Labs agentic AI platform, including the three patent-pending governance methods behind it and ten vertical accelerators; Rumin, an AI ad management platform now live; and TapResume.

I work across the full path from architecture to adoption: system design, hands-on build, enterprise POCs, production rollout and the commercial case. An earlier career in marketing, sales training and regional expansion across the UAE, Southeast Asia, Africa and the EU covers the people side of adoption: training, enablement and stakeholder buy-in.

SELECTED PROJECTS

ArqAI Labs agentic AI platform · thearq.ai

Architect and lead builder · 2025 - 2026

- Architected all three patent-pending methods the platform runs on, then designed and built the platform and governance layer that implement them: Trust-Aware Agent Orchestration, Compliance-Aware Prompt Compilation and Observability-Driven Adaptive RAG.
- Built ten vertical accelerators on the platform, including ArqVantage, ArqFWA (fraud, waste and abuse for healthcare payers), ArqLoyalty and ArqAqar (governed AI sales enablement for UAE real estate).
- Took ArqVantage into production with paying enterprise clients.
- An accelerator assessment at a mid-size healthcare payer surfaced \$3.2M in annual undetected waste that the payer's incumbent tool had rated fully compliant.
- Recognized with the GEC Award 2025 for Innovation in AI Governance and Compliance.

Rumin · burraquantum.com

Founder and sole builder · 2026 - Present

- AI-native ad management platform: users create campaigns in chat, and Rumin publishes them to Google, Microsoft, LinkedIn and Meta ads.
- An AI agent monitors live campaigns and proposes changes with its reasoning. Every change is approved by a human before it spends, and a ledger tracks predicted against delivered results.
- Also covers SEO, answer engine optimization (AEO), performance insights and recommendations.
- Live in market with a self-serve 15-day trial, aimed at advertisers spending \$20k to \$75k a month.

SELECTED PROJECTS

TapResume · tapresume.ai Architect and lead builder · 2026 - Present

- Two-sided AI hiring platform, live at tapresume.ai: candidates get a career profile they own, with a private career agent, and employers get a recruiting workspace with governed AI agents. ACI Infotech's open roles are published through it.
- Built the AI layer: resume parsing with OCR and automatic fallback from Claude to OpenAI; hybrid candidate matching (SQL prefilter, semantic embeddings, then LLM scoring with names removed to reduce bias); evidence-based fit maps in place of a single match score; a recruiter copilot restricted to read-only tools scoped to the organization; and an assessment engine with 100 question banks.
- Designed governance into the product: candidates grant and revoke consent by purpose, hiring and rejection decisions stay with humans and this is enforced in code, consequential actions write append-only audit events, and a public claim register ties every marketing claim to the code and test that back it.
- Full production stack at about 89 pages, 171 API routes, 217 database migrations and over 3,100 automated tests, with Stripe billing and seat entitlements, a public API and webhooks, and Google Calendar integration.
- Built by directing AI coding agents (Claude Code and Codex) through written build specs, architecture decision records and independent audits of each release.

ACI Infotech and ArqAI Labs web platforms · aciinfotech.com, thearq.ai Sole builder

- Built both sites as self-contained custom CMS platforms with built-in analytics and automated lead capture and routing workflows.
- Restructured aciinfotech.com for generative engine optimization (schema markup and AI crawlability) so the firm is readable by AI search and assistants.

CerebralBot · conversational lead-generation agent Designer and builder · 2022 - 2024

- Designed CerebralBot, a voice-first conversational lead-generation agent for mobile web. It opens the conversation when the page loads, qualifies the visitor, answers only from the company's own content, and captures the lead in conversation in place of forms.
- Customized and deployed it on several client websites, with conversation design, prompt engineering and custom conversation datasets per client, on GPT models. First client deployment in 2022.

SeeCTX Open-source author · PyPI and GitHub

- AI context-observability tool that records exactly what an LLM saw on each call. Wraps OpenAI, Anthropic and LangGraph, with a viewer, proxy, context diffing, PII redaction and cost tracking.
- ```
pip install seectx[openai,server]
```

WORK EXPERIENCE

Apr 2025 -  
Jul 2026

VP, Innovation and Strategy · ArqAI Labs,  
enterprise AI venture of ACI Infotech · Hyderabad

- Founding operator and technical lead with end-to-end ownership of architecture, build, delivery and revenue, working with a four-person team.
- Architected the three patent-pending agentic AI governance methods, and built the platform and ten vertical accelerators on them (see Selected Builds).
- Ran enterprise POCs and discovery with client technology and compliance leaders across healthcare, banking, pharma and consumer goods, and took ArqVantage from POC to paid production.
- Booked ARR with over 70% of it recurring accelerator subscription, alongside a qualified pipeline.
- Positioned the platform against horizontal AI platforms (Amazon Q, Microsoft Copilot, Google Vertex) and systems integrators (Accenture, Deloitte, EPAM), built on governance and compliance.
- Built ACI's and ArqAI Labs' web platforms, wrote the internal sales enablement guide, and mentored ACI's AI interns.

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| WORK EXPERIENCE | Aug 2026 - present  | <b>Founder</b> · Burraq Quantum                                                                                                                                                                                                                                                                                                                            |
|                 |                     | Product studio and consultancy. Build and run Rumin, and advise mid-market companies on AI adoption and marketing operations.                                                                                                                                                                                                                              |
|                 | Aug 2023 - Sep 2024 | <b>Head of Marketing and Growth</b> · TOYOW / Aqex                                                                                                                                                                                                                                                                                                         |
|                 |                     | Tech, Web3 and tokenized real-world assets                                                                                                                                                                                                                                                                                                                 |
|                 |                     | <ul style="list-style-type: none"> <li>Built GTM, marketing automation and analytics infrastructure from scratch; a PAN-India launch tour drove 250,000 users in the first quarter.</li> <li>Negotiated an equity-for-marketing partnership with the Hindustan Times Group worth \$1.5M a year in marketing capacity.</li> </ul>                           |
|                 | Jun 2021 - Aug 2023 | <b>Marketing and Growth Strategy Lead</b> · Clari5                                                                                                                                                                                                                                                                                                         |
|                 |                     | / CustomerXPS, AML and fraud detection                                                                                                                                                                                                                                                                                                                     |
|                 |                     | Lifted lead-to-opportunity conversion 50% and cut the sales cycle 25% through marketing automation and sales alignment for an AML and real-time fraud platform sold to banks.                                                                                                                                                                              |
|                 | Feb 2019 - Mar 2021 | <b>Head of Marketing and Global Expansion</b>                                                                                                                                                                                                                                                                                                              |
|                 |                     | · IRIS Business Services, RegTech                                                                                                                                                                                                                                                                                                                          |
|                 |                     | Grew South Africa market share 130%, led expansion into the EU, Middle East and Africa, and launched the flagship RegTech product in the EU with a GDPR compliance framework.                                                                                                                                                                              |
|                 | Jan 2012 - Jan 2019 | <b>Founder and Managing Director</b> · Brand                                                                                                                                                                                                                                                                                                               |
|                 |                     | Metasis, marketing agency · Southeast Asia                                                                                                                                                                                                                                                                                                                 |
|                 |                     | Built and ran a multi-country agency for seven years with full P&L, reaching about ₹15L monthly billing by year three and 95%+ client retention.                                                                                                                                                                                                           |
|                 | 2003 - 2012         | <b>Earlier roles</b>                                                                                                                                                                                                                                                                                                                                       |
|                 |                     | <ul style="list-style-type: none"> <li>ETOOS Education, South Korea: Marketing Manager, online exam-prep.</li> <li>Max New York Life Insurance: Senior Training Manager, designed onboarding and capability programs for frontline advisors.</li> <li>Emirates Bank (now Emirates NBD), Dubai: Sales Executive to Assistant Manager, Marketing.</li> </ul> |

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| TECHNICAL SKILLS | <b>AI architecture</b>          | Machine learning (self-taught since 2020), agentic and multi-agent orchestration, retrieval-augmented generation, prompt compilation and guardrails, human-in-the-loop approval design, LLM observability and cost tracking, AI governance and compliance controls                                                                                                                |
|                  | <b>Build stack</b>              | Python, TypeScript, Next.js 15 and React 19, Node.js, LangChain and LangGraph, Claude and OpenAI models, vector embeddings and semantic search, Supabase and Postgres with row-level security, Stripe, Vitest, Playwright and pgTAP testing, AI coding agents (Claude Code, Codex), Docker, nginx and Linux server operations, AWS; Google, Microsoft, LinkedIn and Meta ads APIs |
|                  | <b>AI adoption and delivery</b> | Use-case discovery and prioritization, POC to production, ROI cases, enablement and training design, executive and compliance stakeholder management                                                                                                                                                                                                                              |
|                  | <b>Commercial</b>               | Product strategy, pricing and packaging, GTM, competitive positioning, P&L ownership                                                                                                                                                                                                                                                                                              |
|                  | <b>Domains</b>                  | Banking and financial services, AML and fraud, RegTech, healthcare payers, insurance, retail and CPG, real estate, Web3                                                                                                                                                                                                                                                           |

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| EDUCATION AND CERTIFICATIONS | <ul style="list-style-type: none"> <li>Speaker and delegate at GITEX Global (Dubai) and World CIO 200 Summit (Egypt, Qatar, UAE)</li> <li>Host of "You Got Prompt", a YouTube channel on AI's impact on work and enterprise operations</li> <li>AWS Certified AI Practitioner · AI and Machine Learning executive programs · Enterprise Architecture and Governance frameworks · Google Certified Marketer · HubSpot Certified Inbound Marketer</li> <li>Bachelor of Commerce, University of Mumbai, 2003</li> </ul> |
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