

APURWA SARWAJIT

+91 8979791361 · apurvsingh28@gmail.com · apurwa.github.io · linkedin.com/in/apurwa-sarwajit · github.com/apurwa

Builder and 0→1 AI product leader shipping AI agents into enterprise environments. Founding product lead for Redblock AI Studio, deploying browser agents for enterprise security teams with evals gating every release. Earlier, launched India's first pre-onboarding fraud score, deployed at the country's top banks to catch money mules. Open-source contributor.

EXPERIENCE

Redblock.ai, Product Lead, AI Studio

Feb 2025 – Present

Founding product lead for an on-prem AI Studio that lets enterprise security teams build, manage, and deploy browser agents across legacy, disconnected, and non-API systems; lead a 12-person product-and-engineering org.

- Took AI Studio from 0→1, shipping production browser agents across **4 banks and enterprises** for joiner-mover-leaver (JML), access reviews, certifications, credential rotation, and ticket automation
- Shipped AI Studio on-prem inside fully air-gapped bank environments, owning the installation and deployment experience for agents running on infrastructure Redblock does not control
- Shipped enterprise controls for bank security reviews: audit logs, SSO, RBAC, and per-step agent observability
- Built eval harnesses for workflow accuracy, safe tool use, and regression testing; every agent release gated on eval results before rollout
- Built muscle memory for browser agents, replaying learned action paths to cut repeat-task execution time **60%**
- Created redflow, a patent-filed DSL that lets users pass intent and skill-specific instructions to agents with execution guardrails; new AI Skills created and deployed in **under 60 minutes**
- Defined AI Studio primitives (AI Skills, Agents, Pipelines, Deployments) so teams compose tools, knowledge, actions, and control flow into reusable pipelines for IGA, PAM, and ITSM workflows
- Landed a Tier-1 US bank and a top global card network as anchor design partners; converted POCs into **\$1M in contracted revenue** in year one

BureauID, Senior Product Manager, Fraud Score

Nov 2023 – Feb 2025

Compliance and fraud platform for banks and fintechs across India and SEA.

- Launched India's first pre-onboarding AI fraud score, generating **\$4M ARR in 24 months** with adoption by India's top 6 banks and leading fintechs
- Ran 12 months of growth and PMF experiments across ICP, use cases, pricing, and sales channels; improved 6- and 9-month retention **40%**
- Identified 170K+ fraudulent accounts, reduced false alerts 71%, and prevented **\$12M** in fraud losses using proprietary models and graph features; hands-on in SQL for feature analysis and threshold tuning
- Increased product margins **47%** in 15 months by replacing third-party data vendors with internal data products and proprietary risk signals
- Expanded into Southeast Asia and new-to-credit lending, adding bank and mid-market lender segments while supporting 4M monthly transactions

BureauID, Product Manager, Platform

Dec 2022 – Nov 2023

Internal platform for configurable scoring, verification workflows, and client onboarding.

- Built Score Engine, a configurable decisioning platform powering fraud and verification products for 35+ clients and **50M+ monthly transactions**
- Launched Bulk Verification and onboarding tools that drove **60% of revenue**, cut turnaround time 70%, improved time-to-value 15%, and reduced onboarding TAT 25%

Blaze by BureauID, PM, RTO Guarantee & 1-Click Checkout

Oct 2021 – Dec 2022

Checkout conversion and return-risk products for D2C commerce.

- Built RTO Guarantee, a risk-scoring product that reduced return-to-origin rates 15% and protected **\$10M/month** in GMV across 70+ brands
- Launched 1-Click Checkout for Shopify and WooCommerce merchants, cutting checkout funnel drop-off **25%**

Civil Services Examination (UPSC)

Jun 2017 – Sep 2021

Full-time preparation for India's Civil Services Examination, among the world's most competitive (~0.2% selection).

PROJECTS

- **SafeAgents (building now)**: assurance layer for AI agents; adversarial agents pentest an enterprise agent pre-production and issue an independent security report, plus runtime security once live
- **gdocs-mcp**: open-source MCP server for Google Docs & Sheets (TypeScript, MIT) · github.com/apurwa/gdocs-mcp
- **Split**: expense-sharing and budgeting iOS app for couples (React Native / Expo), self-hosted so financial data stays local
- **browser-agent-chat**: web chat app for driving a live browser agent with a streamed browser view (React, Node.js, Magnitude) · github.com/apurwa/browser-agent-chat

EDUCATION

Indian Institute of Technology, Roorkee, B.Tech, Electrical Engineering · 2013 – 2017

President, Students' Affairs Council; led governance reforms and a 24/7 campus access initiative for 10K+ students

SKILLS

AI / Agents: browser agents, agent orchestration, agent governance and guardrails, MCP, Claude Code / agentic coding, context engineering, prompt caching, RAG and retrieval, memory systems for agents, tool use, eval harnesses, LLM-as-judge, agent observability, open-source LLMs

Platform / Security: on-prem enterprise deployment, SSO / RBAC / audit logging, IAM for human and non-human identities, fraud and risk scoring

Technical: Python, SQL, TypeScript / Node.js, system design, npm publishing; ships side projects end-to-end

Product / Growth: 0→1 AI products, platform PM, PMF experimentation, retention, pricing, design partners, enterprise GTM, discovery, roadmap