

GUANMING QIAO

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PERSONAL SUMMARY

- Has right-to-work in Singapore and do not require visa sponsorship / foreigner levy / quota
- 2 years of product management experience. Consistently delivering impactful products and strategies

PROFESSIONAL EXPERIENCE

Research Intern, FuzzLand

Palo Alto, Apr 2024 – Sep 2024

Fuzzland (part of Solayer) aims to empower DeFi security by providing AI agent-driven 24/7 on-chain monitoring

- Spearheaded the development of InvGen, a RAG + CoT LLM agent that detects vulnerabilities in EVM smart contracts and generates corresponding Foundry invariants and human-readable reports
- Achieved past exploit **detection accuracy of 70%** as evaluated on peer benchmark, repo has **12 forks and 94 stars**
- Participated as a researcher in optimizing ItyFuzz, a state-of-the-art **fuzz testing** tool for Decentralized Applications (DApp), leveraging sequence-based scheduling to **boost search efficiency on select oracles by 80%**

Product Manager, Bybit

Singapore, Jul 2022 – May 2023

Business Background: Bybit is the world's 3rd largest crypto exchange, competing with Binance for users across the world

Business Goal: Develop tools to empower Ops teams to rapidly rollout global and regional growth campaigns

• Building a Growth Engine: Campaign Management System

- **From 0 to 1** managed the One-Stop Campaign Platform project, a full-lifecycle CMS that integrates five legacy systems, combining automated verifications, campaign templates and budgets to enhance ease-of-use
- **Reduced campaign launch time from 24+ hours to less than 1 hour**, and promoted platform to **200+ operations team members**, supporting 8 live campaigns within the first week of rollout
- Worked with UI/UX team to integrate Bybit CMS with Builder.io, a low-code "drag-drop" UI platform that enhances Operations team's experience when setting up campaign pages (example)

• Global Campaign Design & Execution

- **Drove 80,000 new users, 60,000 initial depositors and \$2.5 billion in derivative trading volume** with two company-level campaigns (World Cup 2022 and Bybit 4th Anniversary) that I managed from strategy design to implementation

Product Manager, Tencent

China, Apr 2021 – Jul 2022

Business Background: QQ Short Video is a hundreds-of-millions DAU short video app that is Tencent's response to Tik Tok

Business Goal: Distinguish the app from Tik Tok by fostering a user-generated contents (UGC) focused ecosystem

• User Growth

- **Boosted churned-user return rate by 20%** by implementing tiered user recall strategy based on statistical behavioral analysis and AB-testing, enhancing user reach by optimally leveraging existing product abilities.

• Content Creator & KOL Growth

- Work with Data Science and User Operations teams to build content creator quality model and derive strategies
- **Freed up 15% of global traffic** in favor of user generated content (UGC) and **boosted global UGC publish rate by 5%** by implementing traffic degradation strategies on plagiarized or low-quality contents on specific user profiles
- **Boosted global UGC publish rate by 1.1%** with traffic enhancement strategies that doubled the exposure of publication-inducing contents on potential content creator groups
- **Increased top Creator's retention rate from 52% to 72%** by building up Creator Center page and Creator Rewards plans, doubling the number of top Creators

Software Engineer, GrubHub

New York, Aug 2019 – Sep 2020

Business Background: GrubHub is the second-largest food delivery platform in the US, serving millions of customers daily

- Migrated **220+ production cloud resources onto infrastructure-as-code (IaC) management**, a project that is noted in the news for helping GrubHub achieve infrastructure stability during the demand peak in COVID-19 pandemic.

EDUCATION

University of British Columbia, M.S. in Computer Science

Aug 2023 – Aug 2025

Columbia University, Joint B.S. in Computer Science

Aug 2014 – May 2019

Davidson College, Joint B.A. in Political Science

Aug 2014 – May 2019