

# Bawo Maleghemi

Lead Product Manager -  
Agentic Commerce

CONTACT

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CORE COMPETENCIES

Agentic Commerce & Autonomous Agents  
LLM integrations & Conversational AI  
Agent orchestration & oversight  
Commerce platforms & Marketplaces  
Payments, POS, & merchant onboarding  
Order lifecycle & reconciliation APIs  
API-first architecture & Postman SDKs  
Microservices & cloud platforms  
Risk, fraud & compliance controls  
Go-to-market strategy & 0→1 launches  
P&L optimization & portfolio management  
Telemetry, SLAs, & experimentation  
Cross-functional leadership & Agile/SAFe

CERTIFICATIONS

Certified AI Developer  
Certified Product Manager (AIPMM)  
Certified New Product Developer (PDMA)  
SAFe 5.0 Agilist  
SAFe 4.6 Advanced Scrum Master  
Lean Six Sigma Green & Yellow Belt

EDUCATION

**Bachelor of Science, Economics**  
Ambrose Alli University, Ekpoma

## Summary

Lead Product Manager with 10+ years building AI-first, API-first commerce and payments platforms that connect merchants, marketplaces and finance systems. Proven track record delivering 0→1 products and scaling platform integrations for merchant growth: launched agentic AI features that improved margins by 28%, expanded marketplace access 5x, and increased conversions by 42%. Deep experience with LLM-driven agents, agent orchestration, payments/pos integrations, risk & compliance frameworks, microservices and platform APIs. Skilled at driving cross-functional GTM, partner integrations, and measurement frameworks to optimize order and payment lifecycles at scale.

## Professional Experience

**Lead Product Manager** 2025 – Present  
OPTISAGE.AI, Ontario, Canada

- Built and launched LLM-driven AI agents in a 90-day sprint to automate seller workflows and agentic commerce interactions, driving a 28% improvement in margins through risk & oversight controls.
- Expanded AI-powered Amazon & Walmart marketplace access 5x, increasing conversions by 42% and improving vendor economics for merchant partners.
- Delivered an API-first integration kit (REST APIs + Postman) that reduced partner integration time by 35%, accelerating enterprise sales cycles and merchant onboarding.

**Director of Product** 2023 – 2025  
OTTER PLATFORM, British Columbia, Canada

- Led 0→1 launch of an AI-powered financial ops and tax platform for SMBs in under 5 months, integrating with ledgers and payments to improve order-to-cash visibility.
- Automated 70% of transaction classification using ML pipelines, enabling rapid reconciliation and onboarding of 20 B2B customers in Q1.
- Launched iOS/Android clients and analytics-driven retention features that raised weekly engagement by 30%, improving merchant stickiness and LTV.

**Director of Product** 2022 – 2023  
CONTROL HQ, Austin, Texas

- Directed migration to microservices with REST APIs to improve platform scalability and enable agentic services and third-party integrations.
- Implemented credit automation and risk integrations that reduced manual review steps by 60%, improving authorization throughput and lowering operational cost.
- Redesigned onboarding UX and instrumented experiments with Hotjar and Amplitude, increasing conversion by 35% and improving time-to-value for merchants.

**Senior Product Manager** 2021 – 2022  
APPNOVATION, Ontario, Canada

- Delivered compliant, regulated cloud solutions and coordinated global engineering teams (20+) to meet privacy and audit requirements.
- Designed multi-year platform roadmaps and integrated core systems to centralize data flows, reducing manual reconciliation by 35%.
- Improved release velocity by 30% through scaled Agile practices and stronger telemetry, enabling faster experiment-driven product decisions.

**Head of Product** 2012 – 2021  
INTERSWITCH, Nigeria

- Led product strategy across a US\$50M+ SaaS portfolio, achieving 23% revenue growth by addressing top churn drivers.

- Drove digital transformation of core payments into cloud-ready platforms, reducing partner onboarding by 60%.
- Developed and commercialized new revenue-generating commerce products, including POS and ATM content systems delivering over US\$1.4M in early/upsell revenue.
- Pioneered the organization's first agile pod, accelerating go-to-market by 4+ weeks.