# JAMES LIU ZIXIN

Singapore Citizen | jamesliuzx@outlook.com | English / Mandarin (Bilingual)
linkedin.com/in/james-liu-zx | jamesliuzx.com | github.com/JamesLiuZX

Product manager on wealth and trading products at Revolut; before that, product lead for derivative products at Crypto.com, a 10M+ MAU consumer app, hands-on from prototype to launch. Builds agentic LLM features with engineering (tool calling, retrieval, and safety constraints) and ran an AI model partnership at ByteDance from evaluation through integration. Builds AI agents and video tools on the side.

## WORK EXPERIENCE

**Product Owner, Wealth & Trading** | Revolut **Nov 2026 – Present**

- Product owner for wealth and trading in the main Revolut app, working closely with engineering on the trading experience.

**Product Manager, Trading & Derivative Products** | Crypto.com **Sep 2025 – Nov 2026**

- Owned Prediction Markets on the main app: market mechanics, pricing and quotation logic, market operations, and rewards; grew monthly active users **60%** quarter on quarter with launches around the FIFA World Cup and NBA Finals.
- Worked with engineering on an AI trading agent that lets users place and manage trades in natural language through OpenClaw and third-party bot integrations: the tool-calling surface, model context, and safety constraints; contributed code via PRs.
- Led new-user growth across two engineering teams: a redesigned welcome bonus lifted new-user trading revenue **21%**, a tiered referral programme grew referred users **120%** in 3 months, and a guided KYC-to-first-trade flow lifted first-trade conversion **8%**.
- Owned the Options and Strike Options roadmap and global KYC/AML workstreams with legal and compliance; built Cursor skills for PRDs, prototypes on a company-hosted domain, and weekly reporting automated through MCP.

**Product Manager** | ByteDance **Jul 2024 – Sep 2025**

- Ran the Perplexity AI partnership end to end (model evaluation, commercial negotiation, and technical integration), closing a **$24M** enterprise deal covering 200,000+ user licenses.
- Built a RAG content generation platform that drove **20%** of organic SEO traffic, designing the vector embedding pipeline over the internal Lark knowledge base, the semantic retrieval layer, and the generation workflow; co-led a team of 16 and lifted unique monthly visitors **20%** in 3 months.
- Directed the Q2 revamp of 20 core web pages, projected to lift MQLs **15–70%** per page (Q2 2025 spot bonus); expanded ARR **7%** through modular B2B SaaS referral initiatives.

**Co-founder** | HerbalBath **Apr 2021 – Present**

- Grew a DTC brand to **S$200K+** annual revenue and **30,000+** customers, running acquisition on AI-generated video ads and UGC alongside lifecycle and referral campaigns.

**Product Manager Intern** | Trendsi | San Francisco, US **Aug 2023 – Jul 2024**

- Raised cart conversion **35%** by leading development of a product similarity recommendation engine, and cut fraudulent transactions **90%** (US$20,000 monthly) via Stripe 3D Secure and Radar risk rules.

**Software Engineer Intern** | Ernst & Young **May 2023 – Aug 2023**

- Led frontend development of a real-time analytics dashboard for an international enterprise client serving 1M+ users per year.

## EDUCATION

**National University of Singapore** | B.Comp. in Computer Science, Honours (Distinction) **May 2025**

- Specializations: Artificial Intelligence; Networking and Distributed Systems. NUS Overseas College, Silicon Valley; NUS Enterprise $10,000 VIP award; CS2103T Software Engineering student mentor (top 5% of cohort).

**Stanford University** | Graduate Coursework, Management Science & Engineering (GPA 3.7/4.0) **Jan 2024**

## SKILLS

**AI & ML Product:** Agentic systems (tool calling, context and memory design, safety constraints), LLM applications, RAG & vector search, model evaluation & selection, prompt & context engineering, MCP integrations, recommendation systems, AI model & vendor partnerships

**Product:** 0-to-1 development, rapid prototyping, roadmaps, PRDs, A/B testing & experimentation, data analysis, growth & retention, go-to-market, user research, OKRs, Agile, cross-functional leadership

**Technical:** Python, SQL, TypeScript, React, Next.js, Java, AWS, REST APIs | Cursor, Claude Code, Git, Postman, Jira, Figma, Amplitude, Mixpanel