JOHN JAYASANKAR

LEAD PRODUCT MANAGER | AI AGENTS, FINTECH & FINANCIAL INFRASTRUCTURE

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EXPERIENCE

QUANTILE TECHNOLOGIES (ACQUIRED BY LONDON STOCK EXCHANGE GROUP) — **New York, NY**

Lead Product Manager, Portfolio Optimization — **Sep 2025 – Present**

- **I-Port AI Agent:** Owned 0-to-1 strategy and launch of a production AI agent for operations with live access to run state, configurations, and client data; cut compression-run setup from 3.5h to 8m, enabled 3x run volume at constant headcount, and recorded zero AI-initiated configuration errors in 6 months.
- **QT CoCo AI Agent:** Led development and launch of an AI support agent combining 2 domain-specific MCP servers with 6 years of production support knowledge; cut expert incident investigation time from 4.5h to 11m, reduced escalations from operations to engineering by 78%, and freed 750+ senior engineering hours annually for product development.
- **AI Platform & Controls:** Standardized human-supervised agent architecture across 5 enterprise systems using reusable MCP servers, domain APIs, Pydantic-typed actions, deterministic services, and agent evaluation and QA baselines for controlled production deployment.

Product Manager, Portfolio Optimization — **Jul 2023 – Sep 2025**

- **Portfolio Strategy & Growth:** Owned end-to-end discovery, product strategy, launch, and GTM for optimization products across rates, FX, and cross-currency swaps; generated $3M+ in new and expansion ARR.
- **SwapAgent Cross-Currency Compression:** Owned 0-to-1 launch of multilateral cross-currency compression, securing LCH SwapAgent as the settlement counterparty; made $6.5T of previously ineligible bilateral notional available for optimization across 12 currency pairs and enabled 18 banks to achieve 34% greater notional reduction per run than bilateral optimization.
- **Simplified Compression:** Defined product strategy and launched a swap valuation and dual-source validation engine that removed a single point of failure in $6T+ compression cycles; surfaced discrepancies 48h earlier and cut failed-run resubmissions by 91% across 24 banks.
- **ForexClear FX Forward & NDF Compression:** Designed and shipped FX-forward/NDF compression with the ForexClear margin API embedded in the optimizer; achieved 100% proposal acceptance across 40+ live runs while a four-source validation layer cut live-run failures by 94%.

OPENGAMMA (ACQUIRED BY TRADING TECHNOLOGIES) — **New York, NY**

Product Analyst — **Jul 2022 – Jun 2023**

- **What-If Margin Calculator:** Originated and shipped a 0-to-1 pre-trade margin simulator embedded in front-office workflows; validated calculations against CME SPAN and ICE IRM across OTC and ETD venues, enabling institutional clients to identify allocations with up to 30% lower initial margin for equivalent risk.
- **Customer Discovery & Roadmap:** Led discovery across trading, treasury, risk, and operations to define margin-simulation capabilities that drove adoption across 20+ enterprise clients, including banks, asset managers, commodity firms, and hedge funds.

SKILLS

AI & Systems: AI agents; LLM orchestration; MCP servers; domain APIs; tool calling; human-in-the-loop controls; agent evaluation & QA; API design; Pydantic-typed actions; Python; SQL; AWS Lambda/S3

Product: 0-to-1 product strategy; customer discovery; platform/API products; enterprise workflow automation; GTM; pricing & packaging; activation/adoption; experimentation & analytics; roadmap prioritization

Fintech: financial infrastructure; portfolio optimization; derivatives compression; margin/risk; FX forwards/NDFs; cross-currency swaps; CCP/SwapAgent workflows

EDUCATION

HAVERFORD COLLEGE — **Haverford, PA**

B.A., Economics & Linguistics | GPA 3.9/4.0 | cum laude | Linguistics High Honors — **May 2022**