

Ilia Reutov

Product Manager

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SUMMARY: 6+ years managing digital products through launch, development, automation, and data-driven growth strategies. Proven track record scaling platforms to **150,000+ MAU and \$500K ARR**, while enhancing operational efficiency and user engagement. Strong expertise in **AI-native product development and LLM agent systems**, most recently architecting and shipping a production multi-agent platform for investment due-diligence end-to-end. Adept at managing cross-functional teams, optimizing internal processes, and translating complex regulatory and legal logic into structured product workflows. Combined with a **legal background in corporate and banking law**, positions me to build at the intersection of technology, law, and product innovation.

SKILLS & TOOLS

Product: Strategic Product Planning, Product Roadmap Development, Data-Driven Decision Making, International Market Research, Stakeholder Management, Cross-Functional Collaboration, Agile (Scrum/Kanban), Adaptability

AI & Technical: LLM Agent Orchestration, Multi-Agent Systems, Prompt Engineering, RAG & Hybrid Retrieval (pgvector), LLM Guardrails, Cost/Latency Optimization, AI Pipeline Architecture, API Integration, Python, Pydantic AI, SQL, Vue 3, FastAPI, GCP

PROFESSIONAL EXPERIENCE

Proximity (Aug 2025 - Present)

The first CIS marketplace for confidential off-market sales of high-value assets, connecting verified sellers with vetted investors

Founding Product Manager

- First product hire alongside the founder; own product strategy, requirements, and end-to-end delivery across the full platform - KYC verification, VDR access control, two-sided search, deal flow, and admin - working directly with the engineering team.
- Architected and shipped the platform's AI due-diligence engine, a production service that turns 2-3 analyst-days into a sub-30-minute self-serve report: a 13-stage async pipeline (FastAPI·Pydantic AI·GCP) running open agentic loops only where they earn their place (research, matching) and collapsing the rest into deterministic, typed LLM synthesis, under human-in-the-loop review.
- Owned that engine's AI infra end-to-end: typed tool/function-calling, output validators and anti-homonym guardrails against LLM failure modes, and per-provider circuit breakers with two-layer model failover.

PRObankrotstvo (Feb 2022 - Jul 2025)

Leading Russian legal media platform on bankruptcy law with a B2B engagement layer for the legal sector.

Product & AI Consultant (June 2024 - Jul 2025)

- Retained by PRObankrotstvo as an external product, AI, and automation specialist after stepping out of full-time operations. Drove 50% audience growth in 8 months through end-to-end product iteration based on user insights.
- Initiated, built, and shipped an AI-driven SEO automation service (+30% efficiency); developed Python data pipelines (Pandas, NumPy), built and deployed API integrations, and authored an automated feedback system evaluating 117 partner law firms.

Head of Product & Operations (Feb 2022 - May 2024)

- Joined at an early stage as the operational lead for the product organization; owned product strategy, processes, hiring, vendor coordination, and stakeholder reporting alongside core PM duties. Built and managed a cross-functional team of 15+ (designers, developers, content creators) and scaled the platform from concept to 150K MAU.
- Architected a dual-sided platform strategy and drove B2B monetization to \$500K ARR in year two through a custom CRM (lead capture, sales automation) and streamlined document workflows for promotional services aimed at law firms.

RCT (Apr 2020 - Jan 2022)

A top-tier legal consulting practice specializing in insolvency, driving efficiency through internal tech platforms.

Product Manager

- Built internal legal automation tooling for a 100-strong lawyer team; rolled out corporate portal across **200+ employees**; led a website redesign recognized as [Best Law Firm Website in 2020](#).

Earlier (2015 - 2019)

Legal Counsel, Project Manager roles in Russian insolvency practice. Managed bankruptcy lawsuits, led legal teams, introduced PM practices across a 25-person department.

Additional Experience

BRICS+ new economy & legal infrastructure center (Jul 2024 - Feb 2025, contract)

Legal-economic development initiative providing a B2B analytical platform for UAE legal sector insights for businesses.

Head of Global Legal Research

- Led a Legal Market Ranking project covering **200+ UAE law firms**; launched a B2B analytics [platform](#) delivering market intelligence to international investors.

EDUCATION

Kutafin Moscow State Law University (2013 - 2017)

Bachelor's Degree, Law - Civil Law

Crash Course on Python, Google (2022)

Gained foundational Python skills for data analysis; applied in projects, Coursera

ADDITIONAL INFORMATION

Languages: English (C1), Russian (Native), Spanish (A2)

Passionate about innovative AI solutions, smart home automation, political science, and science fiction literature; active lifestyle enthusiast (cycling, hiking, padel).