

Abdul Hannan Shaikh

Senior Technical Product Manager at [APIMatic](#).



Nine years in B2B SaaS: FinTech, EdTech, developer tools. I started as an analyst, which is why I stay close to the detail. Specs, APIs, evaluation.

What I'm paid for is judgment. Closing a decision that has been open too long, and saying plainly afterwards when I closed it the wrong way.

One I got wrong: we assumed developers wanted more complex API flows documented under each recipe. The tell was sitting in the requests themselves, because the recipe they kept asking for already existed. It cost us the thing the feature was for: developers finished one recipe and stopped, because nothing carried them to the next, so they never got onboarded at all. What was missing was the connection between recipes, a few small UX changes rather than deeper documentation. I wrote up [the interviewing habit underneath it](#).

Open to a Head of Product or Director role, and to advisory work, mentoring and the occasional talk. Usually a team wanting to know whether an agent can actually use their API, or a PM stuck on a call they have to make. Islamabad, working EU hours with US overlap.

hello@ahshaikh.com [LinkedIn](#) [Code](#) [Essays](#)

EXPERIENCE

APIMATIC

SINCE 2021

Senior Technical Product Manager

I run product for APIMatic's API Experience Platform, working with seven to ten engineers and line-managing the design team. I own [Context Plugins](#), the API context layer for AI coding agents, built as an MCP server.

[APIMatic tested it](#) in four controlled experiments on two open-source .NET codebases, against an agent using web search alone. Compile and runtime errors fell from 16 to 1. Integration ran about twice as fast.

Earlier I shipped automatic `llms.txt` generation to every customer deployment. That took six months of arguing for a spec no major AI lab had agreed to read. A hundred customer interviews a year feed the roadmap, and instrumenting the activation funnel against them lifted adoption 30%, cut support tickets 20% and cut onboarding time 40%, on APIMatic's own internal measures.

I was PM for the enterprise accounts: PayPal, WorldPay, Verizon, Shell, Maxio and JuniperMist. That included [PayPal's developer portal](#) and its hundred thousand developers, and Verizon's IoT API ecosystem.

- APR – AUG 2021** **Product Owner, FinTech**
Product owner for a B2B lending platform with an ML risk-assessment engine, launched with two of Pakistan's largest banks.
- 2019 – 2021** **Senior Business Systems Analyst / Product Owner**
Owned an EdTech SaaS module and its campus-management deployments for universities and school groups in Malaysia and South Africa. Wrote the requirement frameworks the delivery teams worked from.
- 2018 – 2019** **Business Systems Analyst**
Support and delivery workflows, and the documentation practice underneath them.
- 2017 – 2018** **Data Migration Analyst**
Automated data validation for migrations, and co-authored the team's practice for migration and ETL work.
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WHAT I WORK ON

- Product** Discovery interviews, prioritisation, go-to-market, roadmap
- AI and APIs** MCP servers, agent-facing APIs, evaluation design, developer experience
- Analytics** Mixpanel, Microsoft Clarity, Tableau, SQL, activation-funnel instrumentation
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COMMUNITY

PRODUCT SOCH ISLAMABAD

- SINCE 2022** **Co-founder and Chapter Lead**
Co-founded the chapter in February 2022, and chapter lead since that May. Three hundred members here, five thousand nationally. The sessions are hands-on, never talking heads: sixty came to the February 2026 workshop, where teams pitched to a judging panel of five product managers from S&P Global, Bobtail and Taleemabad. More than twenty junior product managers have come through the chapter.

EDUCATION

NED UNIVERSITY OF ENGINEERING AND TECHNOLOGY

KARACHI

2013 – 2016

BS, Software Engineering

CERTIFICATIONS AND LANGUAGES

Certifications Technical Product Management (University of Virginia, 2023); Software Product Management (University of Alberta, 2022); Client Needs and Software Requirements (University of Alberta, 2022); Reviews and Metrics for Software Improvements (University of Alberta, 2022); Tableau Analyst, Data Visualisation (Tableau, 2021).

Languages English (fluent), Urdu (native), Hindi (conversational).

PUBLISHED

Mostly mine or my employer's. Read it as primary sources, not as independent verification.

How to Fix API Integration for AI Coding Agents March 2026

(<https://www.apimatic.io/blog/fixing-ai-coding-agents-for-api-integration>)

AI-Ready API Documentation: Why an LLM Button Isn't Enough May 2026

(<https://www.apimatic.io/blog/why-developer-onboarding-needs-more-than-an-ai-context-menu>)

A[P]laudit, a free OpenAPI agent-readiness audit May 2026

(<https://api-audit.ahshaikh.com>)

Product Thinking and Building 0 to 1, a fireside chat at Microsoft Build Islamabad July 2026

(<https://luma.com/3dx74j4q>)

Product of Tomorrow, a hands-on PM workshop February 2026

(<https://luma.com/618xoq5c>)

Fourteen essays on product craft and AI product management

Ongoing

(<https://soch.ahshaikh.com>)

The Context Plugins case study, written up by APIMatic

2026

(<https://www.apimatic.io/product/context-plugins/case-study>)

Abdul Hannan Shaikh, Islamabad.

Last updated August 2026.