

# Nayan Goenka

## VP Product Engineering — Product · Architecture · Business

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### SUMMARY

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Senior product engineering leader with 15+ years owning product, technical architecture, and business strategy in a single mandate. Currently leading a 10-person AI-native team at Kytes that ships at the velocity of a 40-person organization. Anthropic-first AI builder with shipped MCP and RAG-with-IP-isolation architecture. Enterprise-grade compliance track record (ISO 27001, SOC2 Type 2 in process, HIPAA, GDPR, AWS WAR/FTR/CIS). Architecture decisions that have survived four strategic product pivots without rearchitecting the core.

### EXPERIENCE

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#### VP Product Engineering

Feb 2024 – Present

##### BookIt Digital (Kytes), Mumbai

*Carve-out from Hurix Digital — formerly the Product Development Group practice area*

Own Kytes end-to-end: product, technical architecture, and business operations. Drove the current pivot — repositioning Kytes as an enterprise-scale, AI-queryable knowledge surface that keeps proprietary customer content out of the model layer.

- **AI-native operating model:** Restructured from a peak 40–50 person organization to 10 AI-leveraged operators (3 product managers, 3 senior architects, 4 builders); AI embedded across planning, build, ship, marketing, and analytics — shipping velocity unchanged.
- **Architecture durability:** Took the product through 4 strategic rebuilds and cohort pivots with proprietary data, security, and multi-tenancy primitives unchanged across all iterations; only the surface and use-case layer reshipped each time.
- **Enterprise RAG with zero-trust IP boundary:** Architected multi-tenant vector stores with RBAC- and DRM-enforced isolation; customer content is queryable by their users but never enters the model's training or inference path.
- **Anthropic-first inference stack:** Claude as primary model across the platform; shipped MCP integrations to extend the knowledge surface to client-side AI assistants; model-agnostic gateway keeps switching cost under one day.
- **Compliance posture:** ISO 27001 certified; SOC2 Type 2 in process. AWS-primary, cloud-native deployment; monolith and microservice hybrid chosen per UX-latency and platform-performance trade-offs.

#### VP Product Engineering

Jul 2022 – Jan 2024

##### Hurix Digital, Mumbai

- Integrated Kytes with the Astra platform to deliver a full-stack digital content publishing, IP-protection, and distribution product.
- Authored and executed the Kytes go-to-market roadmap, grounded in primary market research and cohort sequencing.
- Drove the administrative spin-out of a separate product entity to scale Kitaboo and Kytes commercially.
- Productionized GPT-4 and Claude-2 across publishing workflows and reader-side AI surfaces — early in-market AI deployment for the segment.

#### Associate VP Product Engineering

Oct 2021 – Jun 2022

##### Hurix Digital, Mumbai

- Expanded the Special Product Applications division into "Astra" — a universal content publishing platform supporting any content type or source, with end-to-end DRM-protected distribution.
- Invented a proprietary content format that reduced bandwidth load while improving learner experience.
- Concurrently led Kitaboo's product engineering business.

**Director of Engineering**  
**Hurix Digital, Mumbai**

Jan 2021 – Oct 2021

- Launched the Kytes brand by adapting the Kitaboo EdTech platform into enterprise and B2C verticals; stood up an R&D function for K-12 and Higher Ed market signal in Western markets, and shipped the Kytes pilot.

**Head of Technology**

May 2019 – Jan 2021

**CARE24, Mumbai — India's leading homecare-services provider**

- Owned the technology division; team of 10. Drove tech-division ROI by **200%** and individual productivity by **150% year-over-year**; reduced engineering spend **60%** through CI/CD rationalization on a HIPAA-grade medical stack.
- Shipped customer and field-force management, finance and multi-service operations engines, eCommerce marketplace, ML for patient–caregiver matching, IoT for vitals and medication tracking, and the SaaS-versioned stack for international homecare export.

**TECHNICAL SKILLS & ARCHITECTURE**

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**Cloud:** AWS-primary, GCP / Azure secondary; cloud-native by default.

**AI Infrastructure:** Anthropic-first (Claude); shipped MCP integrations; model-agnostic gateway; multi-tenant vector stores; RAG with strict customer-content isolation from the model layer.

**Data Layer:** Proprietary data management, aggregation, search, and protection stack; multi-tenancy at storage and in transit; high-precision RBAC throughout.

**Platform:** Monolith and microservice hybrid, chosen per UX-latency and operational-performance trade-offs.

**Compliance:** ISO 27001 (certified), SOC2 Type 2 (in process), AWS WAR, FTR, CIS, HIPAA, GDPR.

**Languages & Frameworks:** Python (Django), TypeScript / React / Angular, Node.js, PostgreSQL, MongoDB, Redis, OpenSearch.

**CORE COMPETENCIES**

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Product strategy & roadmap · Technical architecture · AI/ML applied research · Cross-functional team leadership · Capital-efficient operating models · Enterprise compliance & security · Go-to-market design & market research · Executive communications · Technology hiring · Business operations

**EARLIER EXPERIENCE**

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**CEO, Energy Technolabs (2013–2022, parallel founder venture)** — IT products and services firm; 30+ projects, ~\$500K cumulative budget, 20-person team. Shipped Swaraksha (Maharashtra Highway Police) and Thane Traffic (endorsed by Amitabh Bachchan) — government and social-impact mobile platforms.

**CTO, The Capsule Creative (2017–2018)** — Led IT consultancy delivery for MNCs and startups; incubated in-house products in hospitality ERP, influencer marketing, and AI lifestyle assistants.

**Product Manager & Principal Consultant, Deltecs Infotech (2017)** — Took a WYSIWYG app-builder product from nascent to production; ran Gartner vendor briefings.

**Product Engineer, Teramatrix / Digicred (2015–2017)** — Led engineering for a new office productivity and digital identity product with a 10-engineer team.

**EDUCATION**

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**Bachelor of Engineering, Information Technology** — RCOEM, Nagpur. Founded "Energy Labs" student venture; published *ITBUZZ.CO — A Collaborative Academic Portal* at the IFERP International Conference.