

ELI GUR

Visionary Product Executive | AI · SaaS · Cybersecurity · Autonomous Systems

+972-544-587-489 eli.guru@gmail.com linkedin.com/in/eligur eligur.me | Israel | Global Travel-Ready

Thesis: AI collapses the cost of expertise, enabling solo operators to compete at organizational scale. Signatura and AgenTeam are two production implementations of this thesis; four additional validated venture concepts are held in reserve.

CORE COMPETENCIES

Executive Leadership	Business Growth	Product Innovation	Technical Fluency
P&L Management Board Reporting Team Building (0 → many) Strategic Planning	GTM Strategy Revenue Scaling Investor Relations Business Planning	0 → 1 → Scale AI & Multi-Agent SaaS & HW/SW Cybersecurity	Claude · GPT-4 · Gemini Next.js · Supabase · TypeScript GitHub Actions · Playwright BI · CRM · Agile

SELECTED EXECUTIVE HIGHLIGHTS

- Appointed to the Aerospace, Drone & Defence Advisory Board of 1414 Degrees Ltd (ASX: 14D), June 2026 - one of six advisers alongside former senior executives of DroneShield, Lockheed Martin, Airbus U.S. Space & Defense, Northrop Grumman and GE Aviation; remit covers UAV/UGV product strategy, concept-to-production readiness, and Israeli/Middle East defence market access
- Built and launched Signatura (AI Career Navigation, 650 organic users, 65% conversion in 3 months) and AgenTeam (43-agent B2B automation platform) as solo technical founder - both from concept to live product with real users
- Took HW/SW communications platform (Elsight) from zero to scale-ready in under 4 months - validated at 300 units, certified for 10,000+ unit production, unlocking \$1M+ commercial stream
- Revived dormant automotive platform (Harman): 1 → 15 global OEM clients, 100,000+ vehicles, 1,400% revenue growth (high-six to low-seven figures)
- Expanded product line 1 → 3 (Ottopia); product vision credited with doubling company valuation
- Bridges silicon-level constraints and cloud-scale business cases - able to debate latency with engineers and ROI with CFOs in the same conversation

AI VENTURES & SOLO FOUNDER EXPERIENCE

Operating under a single thesis: AI collapses the cost of expertise, enabling solo operators to compete at organizational scale. Signatura and AgenTeam are two production implementations; four additional validated venture concepts (Nav2Seed, PriceWeaver, ReguLens, Jarz) are held in reserve, and a fifth (Numerati) is published and awaiting market signal.

Founder, CEO & Product Architect | AgenTeam

2026 – Present

- Conceived AgenTeam with a clear mission: give solo entrepreneurs and early-stage startups an unfair advantage by deploying a full executive team of 43 AI specialists - covering GTM, RevOps, legal risk, investor storytelling, product roadmapping, and UX/UI & implementation through to execution
- Enables a solo founder to operate with the strategic and execution depth of a 10-person team: pitch decks, competitive analysis, pricing models, growth loops, and full implementation running simultaneously
- Deployed production Claude Routines (Nightly Test Guardian, GDrive Stale Lock Sweeper) with deliberate architectural choices, including no-auto-fix policy on the Test Guardian to preserve human oversight

Founder, CEO & Product Architect | Signatura

2025 – Present

- Conceived Signatura as the 'Waze for Career Management' - redefining how professionals navigate growth, transitions, and self-positioning in an AI-driven job market
- Validated core product thesis through user research: 57% of surveyed users cited loneliness and uncertainty as their #1 pain - the finding that directly drove Sage's emotional intelligence architecture and background burnout monitoring

- Grew to 650 organic users within 3 months of launch with a 65% conversion rate, driven entirely by product-led growth and word of mouth; zero paid acquisition
- Built production AI evaluation loop: golden CV dataset for scoring consistency validation, behavioral feedback from 600+ users and 300+ tailored CVs
- Deployed multi-provider AI routing strategy (OpenAI, Groq Whisper STT, pgvector semantic KB) with server-side key isolation - no provider credentials exposed to browser
- Authored business plan, investor narrative, and full GTM strategy; owns product vision, roadmap, and commercial viability across B2C and B2B2C tracks

EXECUTIVE EXPERIENCE

VP Product - Cloud & UxV Communications | Elsight 2024 – 2025

- Took HW/SW communications platform from zero to scale-ready in under 4 months — validated at 300 units, certified for 10,000+ unit production, unlocking \$1M+ commercial stream
- Led full-cycle development from prototype through manufacturing readiness; landed strategic anchor client and built a 5–10 enterprise prospect pipeline
- Part of CEO-led business team with direct input on company strategy, pricing, and market positioning

Head of Product - Cybersecurity for Fleets | SheeldS 2023 – 2024

- Built a 0 → 1 SaaS cybersecurity platform for vehicle fleets; owned pricing, messaging, and positioning from inception
- Replaced the traditional slide deck with live fleet hack simulations — closed more enterprise deals in one month than slides did in a year; generated 20+ qualified enterprise leads

Director of Product - Autonomous & Teleoperation | Ottopia 2022 – 2023

- Defined and executed a 3-product strategy for autonomous vehicle teleoperation; shifted investor conversation from 'is this technically possible?' to 'how fast can you scale this?' — credited with doubling company valuation
- Led PMs and matrix-managed R&D; enabled SaaS scalability through cloud migration, UX redesign, and BI-informed decision frameworks

Senior Product Manager | Harman 2017 – 2022

- Resurrected a dormant automotive platform: scaled from 1 to 15 global OEM clients (100,000+ vehicles), driving 1,400% revenue growth from high-six to low-seven figures
- Secured first major Japan OEM pilot by rewriting the pitch mid-flight - reframing from 'breakneck speed' to 'proven reliability' to match Japanese market priorities; led global roadshows across US and Japan
- Conceived and launched a net-new product, opening new revenue streams and distribution channels

PATENTS

Over the Air Updates Using Drones - US 10,552,147 B2 (Red Bend, 2020)

ECU and Peripherals Update Using Central Dispatch Unit - US 11,256,494 B2 (Red Bend, 2022)

System and Methods to Facilitate Safe Driving - US 11,889,015 B2 (SaverOne, 2024)

EARLY CAREER

Firmware Architect - Intel (2015–2016) Platform-level firmware architecture for enterprise-grade silicon

Executive R&D Consultant - Freelance (2013–2015) Technical advisory across hardware and embedded systems

SW Team Lead - PMC-Sierra (2011–2013) Led embedded software team on complex silicon programs

Product Manager & SW Manager - Seraphim Optonics (2007–2011) Dual PM/engineering lead for defence-grade optical systems

SW Team Leader - Rafael (2001–2007) Led software teams on mission-critical defence programs

Software Engineer (Part-Time) - CybroMedical (2000–2001) Israeli startup; held alongside Technion studies

EDUCATION & VOLUNTEERING

Executive MBA · Tel Aviv University (2021) **Directors & Executives Certificate** · Tel Aviv University (2021)

B.Sc. Computer Science · Technion (2005)

Startup Mentor · Dan Launchpad Accelerator, Tel Aviv University (2023–Present)