

RAJ BRAR

Founder | 0-to-1 Builder | Business and Technology Leader

North America | Remote | raj@arguslabs.ai | [LinkedIn](#) | [Portfolio](#)

PROFESSIONAL SUMMARY

Founder and zero-to-one builder with nearly three decades of experience turning difficult, loosely defined problems into working businesses, products, and systems. Leads Argus AI Labs, working directly on governed intelligence systems across domains where expert knowledge and evidence drive decisions — finance, law, privacy, and applied engineering — including knowledge graphs, hybrid retrieval, document intelligence, multi-agent workflows, and open-source model fine-tuning on sovereign infrastructure. Combines business judgment, technical depth, and the ability to communicate across customers, engineers, investors, and regulators. Career includes company ownership, investment, and more than \$5B in cross-border transactions across real estate, biotechnology, finance, and technology.

CORE COMPETENCIES

Business Building, Product Ownership & Leadership	Zero-to-One Venture Building · Product Direction · P&L Ownership · Team Leadership · Client & Partner Development
Intelligence Architecture & AI Systems	Knowledge Graphs (Temporal & Spatial) · Document Intelligence · Hybrid Retrieval (Vector + Graph + BM25) · Multi-Agent Systems · Conversational & Voice AI
Model Training, Data & Evaluation	Corpus Processing · Entity & Relation Extraction · Ontology Design · Training Data Curation · Open-Source Model Fine-Tuning · Synthetic Data Generation · Retrieval & Model Evaluation
AI Governance & Sovereign Deployment	Provenance & Source Lineage · Authority & Citation Verification · Confidence Scoring · Privacy-Aware Workflows · Self-Hosted / Sovereign Deployment · Security Hardening
Transactions, Investment & Cross-Border Execution	Investment Evaluation & Due Diligence · Cross-Border Transaction Structuring · Private Placements & Fundraising · Technology Transfer & CDMO Negotiation · Regulatory Market Entry · Government Procurement

PROFESSIONAL EXPERIENCE

ARGUS AI LABS

Founder | 2024–Present

- Founded and lead an AI and intelligence-architecture company that turns complex, loosely defined business problems into governed intelligence products and working systems.
- Build and raise capital against domain-specific IP theses and lead the R&D programs that turn proprietary knowledge into defensible intelligence assets — informed by extensive experience structuring global technology deals across pharmaceutical, biotech, and IP-driven sectors.
- Built intelligence systems across finance, law, privacy, commerce, and applied engineering, including knowledge graphs, document-intelligence pipelines, hybrid retrieval, multi-agent workflows, and conversational AI.
- Direct the development of domain-specific data and model capabilities, including corpus processing, entity and relation extraction, ontology design, training-data curation, synthetic-data generation, and open-source model fine-tuning across GPU cloud environments.
- Established reliability and governance controls covering provenance, source lineage, citation and authority verification, confidence scoring, privacy-aware processing, and fail-closed handling of sensitive information.
- Work directly with domain experts — engineers, lawyers, investors, and operators — to extract the proprietary knowledge and judgment that lives in their expertise, and turn it into governed intelligence systems built for their real workflows.

NOVATEQ TECH CONSULTING

Founder & Managing Principal | 2020–2024

Cross-border technology transfer, CDMO deal architecture, regulatory market entry, and government procurement across biotechnology, pharmaceutical, and medical-device sectors.

Operated as principal dealmaker at the C-suite and regulatory-authority level, structuring IP-heavy transactions where advanced technology, manufacturing complexity, and cross-border regulatory pathways all had to be understood and navigated in real time.

Selected Transactions

- Orchestrated a confidential approximately \$1.5 billion CDMO technology-transfer and COVID-19 vaccine-manufacturing agreement between a leading U.S. mRNA therapeutics developer and a major South Korean biopharmaceutical manufacturer — including deal structuring, cross-border regulatory alignment, and high-stakes negotiation under compressed pandemic timelines and strict confidentiality.
- Brokered multiple vaccine-supply, technology-licensing, and government-procurement agreements — cumulatively valued at approximately \$2 billion — for Serum Institute of India, the world's largest vaccine manufacturer by volume, deployed through national public-health programs.
- Advised on and structured national-level government engagements for 3Analytics, a Silicon Valley pharmacovigilance company deploying AI-driven drug, device, and vaccine safety platforms — with partnerships including the World Health Organization for active vaccine safety surveillance and JHPIEGO (Johns Hopkins Public Health affiliate) — covering drug-safety surveillance programs in India and Mexico.
- Led Mexico market entry for Mylab Discovery Solutions, an Indian biotechnology company pioneering advanced molecular diagnostics, sample-to-result automation, and point-of-care platforms across clinical diagnostics, blood screening (NAT and real-time PCR), oncology genetics, food safety, and agrigenomics — with integrated LIMS and EMR connectivity and CE-IVD, ICMR, WHO-GMP, and ISO 13485 approvals. Executed five product registrations and medical-device approvals through COFEPRIS, including legislative facilitation, in-country regulatory representation, and technology-transfer structuring across diagnostic, IVD, and molecular-testing product lines.
- Managed multiple confidential technology-transfer and CDMO engagements between U.S. biotechnology companies and Indian pharmaceutical manufacturers, covering regulatory-dossier strategy, CDSCO navigation, cross-border compliance, manufacturing-partner evaluation, and contract-manufacturing agreement architecture.

QUALITAS GLOBAL

Investor & Business Development (Part-Time) | Pune, India | 2020–2024

Investor in an enterprise-scale AI training-data company with more than 400 million images annotated and delivery capabilities spanning image, video, audio, text, medical, LiDAR, RADAR, and geospatial data for clients ranging from startups to Fortune 10 companies.

- Worked directly with the founder and operating teams, gaining rare inside exposure to how large-scale training-data programs are scoped, staffed, secured, quality-controlled, and delivered.
- Supported business development and strategic relationships across multimodal data programs spanning autonomous systems, healthcare, government, defense and surveillance, geospatial intelligence, sports analytics, and generative AI.
- Developed a first-principles understanding of how data quality, dataset composition, annotation taxonomies, edge-case coverage, human review, and quality-assurance systems directly affect model performance and reliability.
- Gained practical insight into secure data operations governed under ISO 27001, ISO 9001, TISAX, HIPAA, and GDPR controls across technically demanding and regulated domains.
- Carried that operating knowledge into investment evaluation and the founding of Argus AI Labs, where data provenance, training-data quality, and governed intelligence became foundational design principles.

THIRD EYE HOLDINGS

Founder & Principal | 2008–Present

Real estate investment, development, and consulting company, with selective portfolio investments across AI and data infrastructure, automotive LiDAR, healthcare, and medical technology in North America, India, and the Middle East.

- Operated as a real estate consultant, investor, and developer, working with brokerage partners on real-estate transactions cumulatively valued in the hundreds of millions of dollars.
- Built a portfolio through direct development projects, investment properties, real-estate consulting, and transaction advisory work.
- Applied data-driven market analysis and technology-enabled deal evaluation to compare real-estate opportunities, assess development potential, and support investment decisions.
- Made early investments in AI training-data and annotation operations, automotive LiDAR sensing technology beginning in 2017, and healthcare and medical-technology companies.
- Maintained direct relationships with founders, operators, and technical teams across portfolio investments, using that access to understand data infrastructure, sensing technology, diagnostics, and regulated businesses from the inside.
- Carried that combination of investment judgment, operating exposure, and real-estate transaction experience into the founding and development of Argus AI Labs.

AUTOMOTIVE DIAGNOSTICS ENGINEERING CENTERS

Founder & Operations Director | 1998–2008

Founded and operated three automotive diagnostics and engineering centers specializing in complex electrical and computerized-system failures across European, Asian, and domestic vehicle architectures — building the diagnostic discipline that would later define a career in intelligence systems.

- Diagnosed and resolved difficult electrical, electronic, and multi-system faults using OEM scan tools (Star Diagnostic, ISTA, VAG-COM), OBD-II platforms, lab scopes, oscilloscopes, signal analyzers, and wiring-diagram interpretation — across electronic fuel injection, engine and transmission management, ABS, traction and stability control, immobilizer systems, CAN bus networks, and multiplexed sensor architectures.
- Built a systematic fault-isolation methodology: reconstruct symptoms from the customer's report, trace relationships between components and modules, compare expected versus observed signals, test competing explanations against live data, isolate the root cause with evidence, and verify the repair before the vehicle left the bay.
- Operated during the industry transition from mechanically controlled vehicles to networked, sensor-driven computer systems — learning to diagnose problems that had no established repair procedures, no online reference, and no precedent in the shop.
- Estimated jobs, sourced parts, priced repairs, and communicated diagnostic findings directly to customers — translating complex electrical failures into language that allowed them to make informed decisions on expensive, non-returnable components where a wrong diagnosis meant eating the cost.
- Built and led a 15-person engineering team across three locations, managing simultaneous diagnostic workflows, technical escalation across bays, parts logistics, quality control, and full P&L responsibility.
- Established the centers as the destination for electrical and systems failures that other shops could not resolve — the reputation was built on diagnostic accuracy, not volume.

EDUCATION & CERTIFICATIONS

Bachelor of Business Administration

University of Manitoba, Canada

AIGP — AI Governance Professional (In Progress)

IAPP — International Association of Privacy Professionals

PUBLICATIONS & RESEARCH

Brar, R. (2026). "Relevance Is Not Applicability: Reconstructing Law in One of the World's Most Complex Regulatory Environments — Evidence from Mexican Federal Tax Law." Argus AI Labs. Available at SSRN: ssrn.com/abstract=7526099. DOI: 10.2139/ssrn.7526099.

SELECTED WORK

Fund Intelligence

NEXXOSAT

Legal Intelligence

The Redactor Pod