

# Nikita Fedorov

Built and scaled a B2B SaaS product from zero to monopoly

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## Summary

Product-focused CTO with 10+ years of experience leading infrastructure for hyper-growth startups and builder myself. To the left of the heart is DDD, and to the right is IDesign.

## Education

### Saint Petersburg State Electrotechnical University "LETI"

MSc in Computer and Information Systems Security

Saint Petersburg, Russia

08/2015 - 08/2021

## Experience

### CTO

Funtico

02/2024 - Present

Built the entire technical foundation for a gaming platform with real-money tournament infrastructure and crypto-native payments.

- TICO token on CoinMarketCap, CoinGecko, MEXC, Gate.io, BitMart and Uniswap
- Ory Hydra & Kratos (IDP), Verisoul (KYC), Hubspot (CRM) to support 90k shareholders
- Bitgo (Custody), Sumsub (KYC), Scorechain (KYT) to secure \$160M in assets
- Simplex, NowPayments, Wert and Avalanche partnership for fiat & crypto payments
- Porter, Vercel and Cloudflare for 7 websites, 48 AWS services and 144 code repositories
- Amazon GameLift and EdgeGap for multiplayer
- Miror and Fish Networking for tournaments without gambling licence
- personal contribution 1M LOC in 6K commits

### Founding Engineer

Zeta Labs

11/2023 - 02/2024

Early-stage execution at speed in a top-tier AI-native startup.

- First hires; First MVP; First Product-Market Fit
- Startup backed by Nat Friedman and Daniel Gross

### Blockchain Senior SWE - L5

Visa

07/2023 - 11/2023

Contributed to Visa's crypto and stablecoin initiatives.

### Blockchain Senior SWE - L6

Capital.com / Currency.com

06/2022 - 06/2023

Architected multi-chain security infrastructure for the exchange with the fastest growth in 2023.

- XEC, Fantom, VeChain and Ethereum 2.0 integrations for multi-chain support
- Microservice domain-oriented fault-tolerant architecture for 5 blockchain networks (VeChain, Cosmos, Polkadot, Tron, and Zilliqa).
- Chainalysis, Crystal, and Coinfirm for KYC AML/CFT compliance at lowest cost
- 150+ smart contract security audits for CEX compliance audit
- Wrote and deployed Solidity smart contracts across multiple EVM networks

### CTO

Targeting Platform

02/2019 - 06/2022

Built and scaled a B2B SaaS product from zero to monopoly.

- First hires; First MVP; First Product-Market Fit
- Product had 25k DAU on free tier and 3k DAU on \$5 subscription with \$1k expenses
- Product that everyone wants with 85% DAU/MAU rate
- On scale of 1kk writes per second

### Senior Software Engineer

BaltInfoCom

09/2018 - 04/2019

Built Palantir-style OSINT tooling for government-scale graph intelligence

- Transformed 21-person team into 4 Scrum teams, doubling delivery frequency
- Facebook crawler for large-scale social graph extraction
- Ogma-style Graph Visualization Library with Three.js and WebGL for million-node interactive graph visualization
- D3 for graph search, collapsing nodes, smart layouts
- SharedArrayBuffer optimizations for >3GB graph exports
- Linkurious-style Octopus/Universal Data Analysis Platform for Open Source Intelligence

### Middle Software Engineer

Homework

08/2017 - 09/2018

Where I learned what good looks like — mature Scrum, DDD, user interviews and real cross-team collaboration.

- Homework, Yougrade, HW, Sciterm, Myknow and 20+ landing pages for EdTech portfolio
- Custom CRM/BPMS/CMS with DDD
- Automated A/B testing for sales funnels — +14% sales in first month
- Automated payroll, PDF reports, receipts and email workflows
- SEO, IE6, and SQL optimization for conversion and performance

<b>Intern</b>	<a href="#">Emergn</a>	07/2015 - 09/2016
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- Scrum training under mentorship at a **global Software consultancy**.
- Shipped bus schedule management tool — **used daily for 1+ year in production**

<b>Freelance Developer</b>	<a href="#">Upwork</a>	09/2015 - 08/2017
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- Wrote custom software solutions including bachelor's dissertations in programming
  - Built **10-15 websites**
- Physics Tutor** self-employed 09/2013 - 01/2017
- Prepared students for exams in physics, mechanics, and electrical engineering

<b>Community</b>		
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<b>Content Creator</b>		2019 - Present
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- Translated WebGL lessons with [Greggman](#) - **most popular learning resource for graphics devs**
- Started [Youtube channel](#) with **1M views**.

<b>Microsoft Student Partner</b>	<a href="#">Microsoft</a>	2016
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- Organized Microsoft Student Day and [Microsoft Imagine Cup](#) events

<b>Volunteer Developer</b>	<a href="#">JUG.RU Group</a>	2016
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Developed an application for cross-publishing for conferences:

- [HolyJS](#), [JPoint](#), [Heisenbug](#), [.NEXT](#), [Joker](#), [C++ Conf](#)

<b>Code Mentoring</b>		
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<b>Senior Frontend Developer Mentorship</b>	<a href="#">Pinkman Design Studio</a>	2021
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- Helped senior developer secure a leading position through pair programming
- Technologies: Vue, Nuxt, TypeScript

<b>Backend Consulting</b>		2020
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- Provided consulting for mobile document management application backend
- Technologies: NestJS, MongoDB, TypeScript

<b>Certifications</b>		
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<b>Professional Scrum Master (PSM 1)</b> , Scrum.org	2023
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<b>Web Security Professional</b> , Hacktory	2021 - 2022
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<b>Secure Software Design: Software Design as an Element of the Software Development Lifecycle</b> , 2022	
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<b>University of Colorado</b>	
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<b>Microcontroller Programming STM32</b> , STC Metrotek	2017
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<b>ASP.NET Web Development</b> , Microsoft Student Partners	2016
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<b>Neural Networks and Computer Vision</b> , Samsung Research Russia	2016
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<b>Neural Networks, Python Programming, Analyzing data in R, Introduction to databases</b> , R2016	
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<b>Programming, Basics of statistics</b> , Bioinformatics Institute	
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<b>Theory of argumentation, Philosophy, Rhetoric</b> , IKBFU I. Kant	2017
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<b>Scientific thinking</b> , SKB Kontur	2017 - 2018
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<b>Java</b> , Computer Science Center	2016
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<b>Advanced C/C++ Programming</b> , Mail.Ru Group	2016
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<b>Java Internship</b> , Emergn	2016
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<b>Projects</b>		
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100+ web services & libraries, 20+ websites, 30+ landing pages, 5+ installable web apps, 4 games, 3 mobile apps, 1 desktop app.

<b>Funtico</b>	<a href="#">Funtico</a>	02/2024 - 01/2026
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- PHP, Laravel, NodeJS, Fastify
- React, TypeScript

<b>Golazo League</b> (Game)	Funtico	10/2024 - 01/2026
<b>Solitaire Slam</b> (Game)	Funtico	10/2024 - 01/2026
<b>Formula Funtico</b> (Game)	Funtico	10/2024 - 01/2026
<b>Bingo Rampage</b> (Game)	Funtico	10/2024 - 01/2026
<b>Godot SDK demo</b> (Game)	Funtico	08/2025 - 08/2025
<b>Unity SDK demo</b> (Game)	Funtico	08/2025 - 08/2025
<b>HTML5 SDK demo</b> (Game)	Funtico	08/2025 - 08/2025
◦ C#, .NET Core, Unity		
◦ <a href="#">Miror</a> and <a href="#">Fish Networking</a>		
◦ Fastify, NodeJS		
<b>Funtico GameDev platform</b>	Funtico	10/2025 - 01/2026
◦ Golang, PostgreSQL		
◦ NodeJS, React, TypeScript, Tailwind		
<b>Funtico Gameloop</b>	Avalanche	09/2025 - 10/2025
◦ Golang		
◦ React, TypeScript, Tailwind		
<b>Funtico Auth</b> (SSO)	Funtico	09/2025 - 10/2025
◦ Golang		
◦ NextJS, React, TypeScript, Tailwind		
<b>Funtico Sports</b>	FIFA	08/2025 - 09/2025
◦ PHP, Laravel		
◦ React, TypeScript		
<b>Funtico OnRamp</b>	Funtico	07/2025 - 07/2025
◦ Golang, PostgreSQL		
◦ NextJS, React		
<b>Funtico Events</b>	Funtico	04/2025 - 06/2025
◦ NodeJS, Fastify, TypeScript, MySQL		
<b>Payment Service Provider</b>	Funtico	03/2024 - 04/2024
◦ Golang, PostgreSQL		
<b>\$TICO</b>	Funtico	01/2025 - 02/2025
◦ <a href="#">ERC20</a> token on <a href="#">CoinMarketCap</a> , <a href="#">CoinGecko</a> , <a href="#">MEXC</a> , <a href="#">Gate.io</a> , <a href="#">BitMart</a> and <a href="#">Uniswap</a>		
◦ PHP, Laravel		
◦ React, TypeScript		
<b>Funtico Multiplayer</b>	Funtico	10/2024 - 12/2024
◦ <a href="#">Amazon GameLift</a> and <a href="#">EdgeGap</a>		
◦ NodeJS, Fastify, TypeScript, MySQL		
<b>Joker NFT</b>	KGeN	09/2024 - 09/2024
◦ <a href="#">ERC-721</a> token		
◦ Solidity, NodeJS		
<b>Lucky Fanatic</b>	Funtico	06/2024 - 06/2024
◦ React		
<b>Funtico Payments</b>	Funtico	05/2024 - 06/2024
◦ <a href="#">Simplex</a> , <a href="#">NowPayments</a> , <a href="#">Wert</a> and <a href="#">Avalanche</a>		
◦ NodeJS, Fastify, TypeScript, PostgreSQL		
<b>Funtico Summoners</b> (Pre-sale page)	Funtico	05/2024 - 05/2024
◦ PHP, Laravel		
◦ NextJS, React, TypeScript, Tailwind		
<b>Summoners NFT</b>	Funtico	05/2024 - 05/2024
◦ <a href="#">ERC-721</a> token		
◦ Solidity, NodeJS		

<b>Funtico Accounting</b>	Funtico	03/2024 - 09/2024
◦ Bitgo (Custody), Sumsub (KYC), Scorechain (KYT)		
◦ NodeJS, Fastify, TypeScript, PostgreSQL		
<b>The Next Frontier of Web3 Gaming</b>	Funtico	02/2024 - 03/2024
◦ NextJS, React, TypeScript, Tailwind		
<b>jace.ai</b> (Email drafts)	ZetaLabs	11/2023 - 02/2024
◦ Python, FastAPI		
◦ React, NextJS, TypeScript, Node.js		
<b>Stablecoins Accounting</b>	Visa capital.com	07/2023 - 11/2023
◦ PostgreSQL, AWS, Jenkins, Grafana, Kibana, Java, Spring Framework		10/2022 - 06/2023
<b>Exchange/Trading platform</b>	currency.com	06/2022 - 06/2023
◦ Chainalysis, Crystal, and Coinfirm		
◦ Apache Kafka, Web3, Cryptography, Digital Signatures, PostgreSQL, Grafana, Kubernetes, Microservices, DDD, Hexagon, Blockchain, Kibana, AWS, Jenkins		
◦ Java, Spring Framework, TypeScript, Node.js		
<b>Fantom</b>	currency.com	10/2022 - 11/2022
◦ Java, Spring Framework, Cryptography		
<b>Ethereum 2.0</b>	currency.com	09/2022 - 09/2022
◦ Solidity migration, chain split		
<b>Cosmos, Polkadot, Tron, and Zilliqa</b>	currency.com	07/2022 - 09/2022
◦ Apache Kafka, Cryptography, TypeScript, Node.js		
<b>XEC and VeChain</b>	currency.com	06/2022 - 07/2022
◦ Apache Kafka, Cryptography, TypeScript, Node.js		
<b>Targeting platform</b>	vTargete.ru	02/2019 - 06/2022
Ads management data grid with time travel features like in Figma, batch updates, task scheduler with drag and drop predicate builder and selectable timetable, excel-like cell computing with ProseMirror and MathJS formula editor, CRDT, differential synchronization and shared worker sync. Closest analogue is Airtable.		
◦ TypeScript, Vue 1-2, AgGrid, Lerna, Storybook, WebSockets, Workers		
◦ PHP, Laravel, Equivalent, ClickHouse, MySQL		
<b>Service Desk</b> (admin panel)	freelance	02/2020 - 02/2020
◦ TypeScript, Vue 3, Tailwind CSS, i18n, Design		
<b>Rule Engine</b> (lib, docs)	vTargete	02/2019 - 06/2022
◦ TypeScript, Docusaurus, Gulp		
<b>Reverse engineering VK</b>	vTargete	02/2019 - 06/2022
◦ JavaScript, React, Playwright, Chrome DevTools, CSS		
<b>Graph Visualization Library</b>	BaltInfoCom	09/2018 - 04/2019
TypeScript library for large-scale interactive graph visualizations. Graphical engine built for Three.js first, some hard parts with WebGL. Uses SVG for labels with CSS formatting, HTML for controls like context menu. Features: graph search, collapsing nodes, smart layouts with D3, export graphs as pictures >3GB, optimizations with SharedArrayBuffer. Closest analogue: Ogma.		
◦ TypeScript, Rollup, Three.js, D3, WebGL, d3-quadrant-tree		
<b>Data Gateway</b>	BaltInfoCom	09/2018 - 04/2019
◦ NodeJS, Express, JavaScript		
<b>Universal Data Analysis Platform</b>	BaltInfoCom	09/2018 - 04/2019
Open Source Intelligence. Closest analogue: Palantir or Linkurious.		
◦ Web app on-prem		
◦ Java, Spring, Neo4j/Cypher, Elastic, Scala, MapReduce, Hive, Spark, Hadoop, HBase		
◦ TypeScript, Vue, Knockout, Bower, RequireJS		
<b>Facebook crawler</b>	BaltInfoCom	08/2018 - 08/2018
◦ React, CSS, TypeScript, Nightmare.js, Puppeteer		

<b>Partner Cabinet</b> (admin panel)	<b>Homework</b>	08/2017 - 09/2018
<ul style="list-style-type: none"> <li>◦ C#, MSSQL, NHibernate</li> <li>◦ TypeScript, Angular 4+, HTML, SCSS</li> </ul>		
<b>Custom CRM/BPMS/CMS</b> (back-office)	<b>Homework</b>	08/2017 - 09/2018
Domain driven design, LEARN(Agile). Interacted with all employees of the company, different departments.		
<ul style="list-style-type: none"> <li>◦ DDD, C#, MSSQL, NHibernate</li> <li>◦ ECMAScript 5, jQuery, HTML, SCSS</li> </ul>		
<b>Homework, Yougrade, Sciterm, Myknow, Homework</b>		08/2017 - 09/2018
<b>20+ landing pages</b> (SEO-optimized websites)		
<ul style="list-style-type: none"> <li>◦ C#, MSSQL, NHibernate, Memcached</li> <li>◦ ECMAScript 3, jQuery, HTML, SCSS</li> <li>◦ Photoshop, Illustrator</li> </ul>		
<b>Technobus</b> (web/mobile app)		
<ul style="list-style-type: none"> <li>◦ Java, Android</li> <li>◦ JavaScript, jQuery, Gulp, HTML, SCSS</li> </ul>		
<b>MyEco.city</b> (website)	HackSpb	2016
<ul style="list-style-type: none"> <li>◦ PHP, MySQL, Symfony, Twig</li> <li>◦ JavaScript, jQuery, HTML, CSS</li> </ul>		
<b>Artist's promo</b>	xdontstopmenow	2016
<ul style="list-style-type: none"> <li>◦ JavaScript, jQuery, HTML, SCSS</li> </ul>		
<b>Kompas Plugins</b> (desktop)		
<ul style="list-style-type: none"> <li>◦ C#, Windows Forms</li> </ul>		
<b>MuseumGate. Bluetooth navigation with beacons</b>	EPAM	2016
Java Android and C# WinPhone. More about <a href="#">beacon BLE technology</a> .		
<ul style="list-style-type: none"> <li>◦ Project presentation.</li> </ul>		

## Responsibilities

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### API & Integration Architecture

- Generation and analysis of [OpenAPI](#) REST interfaces and MQ for service communication transparency
- Idempotency of all requests with request inbox pattern: POST always 200 and edit lock if 500 like in [AWS client token](#) and [Stripe Idempotency-Key](#). Versioned or fingerprinted GET like in [Google Cloud](#). Soft [DELETE](#) with 200 in short time window
- Integration events idempotency from "at least once delivery" to "at most once delivery" with transaction outbox pattern

### Security

- Prevent forgery of entries in the database with [nonce](#)
- Prevent forgery of entries from external services with [digital signatures](#) using [AWS KMS](#) and [Vault](#)
- Hiding sensitive data with [hash-based](#) exchange

### System Design

- Making architectural decisions at project initiation (domain splitting, strict borders)
- Providing [PlantUML](#) architecture diagrams
- Using [Event Storming](#) for [incremental architecture](#)

### Front-end Architecture

- Compliance with boundaries of reuse of packages between domains
- Reducing the number of open connections to the backend
- First page load time optimization
- Offline support
- Accessibility and semantic core
- Legacy browsers support
- CSS methodology and its performance characteristics

### Scrum

- Stand-ups always plan tasks for the day
- Retrospectives always end with the creation of tasks in the backlog
- Planning always ends with evaluations, where 1 task = 1 story point = 1 acceptance test
- Demo is always prepared between code review and task completion

## Skills

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**Languages:** TypeScript, Java, C#, JavaScript, Python, PHP, Go, HTML, CSS, SCSS, LESS, PostCSS, GLSL, C, Verilog, VHDL

**Rest:** Vue 1-3, React, Angular, Three.js, D3, WebGL, Tailwind CSS, Bootstrap, SemanticUI, ElementUI, AntUI, styled-components, Redux, MobX, Vuex, Rx, BEM, d3-quad-tree, Knockout, Bower, RequireJS, NHibernate, jQuery, Photoshop, Illustrator, Node.js, Spring Framework, Laravel, NestJS, Express, TypeORM, Digital Signatures, AgGrid, WebSockets, Workers

**Databases:** PostgreSQL, MSSQL, MySQL, Neo4j/Cypher, MongoDB, ClickHouse, Elastic, Memcached, Redis, Scylla (Cassandra), Amazon QLDB, Amazon DynamoDB, HBase

**Infrastructure:** AWS, Kubernetes, Docker, Kafka, Grafana, Kibana, Jenkins, Git, SVN

**Blockchain:** Cryptography, Web3, Ethereum, VeChain, Cosmos, Polkadot, Tron, Zilliqa

**Dev tools:** Storybook, Lerna, Turbopack, Nx, Webpack, Babel, Rollup, Gulp, ESLint, TSLint, Prettier, Mocha, Jest, Vite, Vitest

**Tools:** Jira, YouTrack, Trello, GitLab, Confluence, Maven

**Methodologies:** DDD, Microservices, Scrum, Event Storming

**Languages:** Russian (native), English (proficient)

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