

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
- Mirror 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

L5 Blockchain Senior SWE

Visa

07/2023 - 11/2023

Contributed to Visa's crypto and stablecoin initiatives.

L6 Blockchain Senior SWE

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
- Crafted and deployed Solidity smart contracts across multiple EVM networks

CTO

Targeting Platform

02/2019 - 06/2022

Started 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
- At scale of 1M writes per second

Senior Software Engineer

BaltInfoCom

09/2018 - 04/2019

Implemented 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

Intern	Emergn	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**

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

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

Microsoft Student Partner	Microsoft	2016
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- Organized Microsoft Student Day and [Microsoft Imagine Cup](#) events

Volunteer Developer	JUG.RU Group	2016
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Developed an application for cross-publishing for conferences:

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

Code Mentoring		
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Senior Frontend Developer Mentorship	Pinkman Design Studio	2021
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- Helped senior developer secure a leading position through pair programming
- Technologies: Vue, Nuxt, TypeScript

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

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

Funtico	Funtico	02/2024 - 01/2026
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- PHP, Laravel, NodeJS, Fastify
- React, TypeScript

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

Funtico Accounting	Funtico	03/2024 - 09/2024
◦ Bitgo (Custody), Sumsub (KYC), Scorechain (KYT)		
◦ NodeJS, Fastify, TypeScript, PostgreSQL		
The Next Frontier of Web3 Gaming	Funtico	02/2024 - 03/2024
◦ NextJS, React, TypeScript, Tailwind		
jace.ai (Email drafts)	Zeta Labs	11/2023 - 02/2024
◦ Python, FastAPI		
◦ React, NextJS, TypeScript, Node.js		
Stablecoins	Visa	07/2023 - 11/2023
Accounting	capital.com	10/2022 - 06/2023
◦ PostgreSQL, AWS, Jenkins, Grafana, Kibana, Java, Spring Framework		
Exchange/Trading platform	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		
Fantom	currency.com	10/2022 - 11/2022
◦ Java, Spring Framework, Cryptography		
Ethereum 2.0	currency.com	09/2022 - 09/2022
◦ Solidity migration, chain split		
Cosmos, Polkadot, Tron, and Zilliqa	currency.com	07/2022 - 09/2022
◦ Apache Kafka, Cryptography, TypeScript, Node.js		
XEC and VeChain	currency.com	06/2022 - 07/2022
◦ Apache Kafka, Cryptography, TypeScript, Node.js		
Targeting platform	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		
Service Desk (admin panel)	freelance	02/2020 - 02/2020
◦ TypeScript, Vue 3, Tailwind CSS, i18n, Design		
Rule Engine (lib, docs)	vTargete	02/2019 - 06/2022
◦ TypeScript, Docusaurus, Gulp		
Reverse engineering VK	vTargete	02/2019 - 06/2022
◦ JavaScript, React, Playwright, Chrome DevTools, CSS		
Graph Visualization Library	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		
Data Gateway	BaltInfoCom	09/2018 - 04/2019
◦ NodeJS, Express, JavaScript		
Universal Data Analysis Platform	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		
Facebook crawler	BaltInfoCom	08/2018 - 08/2018
◦ React, CSS, TypeScript, Nightmare.js, Puppeteer		

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

Responsibilities

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

Programming Languages: TypeScript, Java, C#, JavaScript, Python, PHP, Go, Verilog, VHDL
 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, Node.js, 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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