

VADIM PIKAREVSKIS

Green Card holder

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SUMMARY

Product Builder & Technical Founder with 10+ years driving **0-to-1 initiatives** at high-scale fintechs (**Revolut**) and tech giants (**Amazon**). **AI-native builder:** Expert in **Cursor** workflows to rapidly turn strategies into functional prototypes. Recently architected and shipped a live DeFi savings app (ArcaSave) from scratch.

WORK EXPERIENCE

ARCASAVE.COM – Founder

High-Yield stablecoin savings app.

San Francisco, US
Apr 2025 – present

- Built a functional full-stack stablecoin yield application from scratch using **Cursor and AI-native workflows**.
- Architected the backend to dynamically route capital to money markets (Aave/Morpho), handling smart contract interactions and frontend integration.
- Executing **0-to-1 Go-To-Market strategy** targeting non-crypto natives.

SPOTNANA – Senior Manager, Product

Rebuilding corporate travel infrastructure; \$100M+ from ICONIQ, Madrona and others.

New York, US
Mar 2024 – Apr 2025

- Unlocked a new B2B distribution channel by **launching the Open Hotel API**, enabling seamless inventory access for clients from high-growth startups to Fortune 500s.
- Led [Marriott's travel management SaaS platform](#) launch, earning Spotnana the #1 spot in Skift, a top traveltech periodical.

FORA TRAVEL – Director of Product

Early stage, high growth, tech-enabled travel agency backed by Insight Partners, Forerunner.

New York, US
Jan 2023 – Mar 2024

- As a **founding PM** I launched a suite of SaaS products for travel agents – [Booking Platform](#), [Payments](#), [CRM](#).
- Biggest product launch (0 to 1): Booking Platform **transacting hundreds of millions of USD**.
- Eventually lead an organization of 15 people with 5 direct reports (PMs, designer, Ops managers).

REVOLUT – Product Manager (New Products)

Europe's biggest fintech valued at \$75B.

Berlin, Germany
Jan 2022 – Dec 2022

- Launched [Revolut Shops](#) **0 to 1** – company's expansion bet into e-commerce vertical.
- \$1M+ in 1st month sales in the pilot market, profitable by month 3, double-digit visit-to-purchase conversion.
- Full ownership over product development, **P&L**, **Go-To-Market strategy**, Sales, Analytics.

AMAZON – Senior Product Manager (Technical)

Making Prime Video Search better for 150M+ users.

Berlin, Germany
Apr 2019 – Dec 2021

- Launched Query Understanding service for **Prime Video Search**, generating 20M+ in incremental playbacks per year.
- Shipped automatic video moderation service, leveraging **ML models** for images and text, saving 10%+ in annual costs.

OMIO – Senior Product Manager

High-growth multimodal travel booking platform serving 20M+ monthly users.

Berlin, Germany
Sep 2017 – Mar 2019

- Shipped a **scalable payments infrastructure**, integrated 4 payment methods and improved card acceptance rate by 35%.

8FIT – Product Manager

Top selling health and fitness app for Android in the US in 2017 (#5 for iOS).

Berlin, Germany
Oct 2016 – Sep 2017

- Launched meal planner product, allowing users to select healthy recipes, track their nutrition progress and get valuable tips.
- Built a pricing experiment system, cumulatively raising average revenue per user by 20%, helping the company break even.

EDUCATION

STOCKHOLM SCHOOL OF ECONOMICS IN RIGA

Riga, Latvia

- B.Sc. in Economics (specialization in Econometrics and Statistics), top 5% of class.

Aug 2009 – Jun 2012

SKILLS & INTERESTS

Technical:

Cursor/Windsurf (AI prototyping), SQL (fluent), Advanced Excel/Google Sheets, Looker/Tableau, Figma

Languages:

Russian (mother tongue), English (fluent), Latvian (fluent), Spanish (beginner)

Interests:

CrossFit, vipassana, surfing, mountaineering (6,300m personal record), any adventure sports really