● OPEN TO PM ROLES — INSTITUTIONAL CUSTODY | INFRASTRUCTURE | DEVEX

Building
at the edge of
trust

Technical Product Manager. From shipping one of Microsoft's first blockchain projects to Web3 infrastructure to institutional custody.

View Work   ↓

Download Resume ⤓

ABOUT

Eight years shipping Web3 infrastructure, from dev tools to institutional custody.

I've spent the last few years bringing cutting-edge protocols into institutional custody at Anchorage Digital, building developer tools like Flow Playground at Dapper Labs, and shipping the Web3 infrastructure that builders actually use at Ankr.

I started in 2017 with one of Microsoft's first blockchain projects. Eight years later, I'm still here because *this is Web3's moment*—blockchain as the transaction layer for the agentic economy. Stablecoin rails, identity attestation, agent-to-agent value transfer. Building in this space? Let's talk.

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8+
YEARS IN PRODUCT

5
YEARS IN WEB3

6
COMPANIES SHIPPED

EXPERIENCE

2024 – PRESENT

Anchorage Digital

Remote

Senior Product Manager

→ Delivered $1M **Aztec** custody and staking integration, onboarding a16z and enabling secondary sale staking via novel ATP architecture

→ Shipped ETH Liquid Staking MVP with **Liquid Collective**, partnering with Fidelity and 3iQ as design partners for ETF-grade infrastructure

→ Led 8 protocol integrations (Base, Optimism, Stellar, Plume, BOB, Succinct) averaging <2 weeks per chain — 4× faster than industry standard

→ Built ERC20 Xpress platform eliminating engineering dependency, enabling instant token custody across any EVM chain

STAKING   PROTOCOL INTEGRATION   INSTITUTIONAL CUSTODY   ETF-GRADE

2023 – 2024

Forte

Remote

Senior Product Manager

→ Led Wallet-as-a-Service productization using MPC technology, enabling wallets embedded directly into AAA games

→ Developed Gasless In-game Transactions (EIP-712), decreasing gamer friction and improving the overall user experience

MPC   GAMING   WALLET INFRASTRUCTURE   COMPLIANCE

2022 – 2023

Dapper Labs

Remote

Senior Product Manager, Developer Experience

→ Shipped **Cadence Playground V2** with multi-project management and enhanced debugging, improving developer onboarding by 60%

→ Launched new Developer Portal consolidating docs, saving 1 engineering resource in maintenance

→ Integrated **kapa.ai** support bot answering 1,000+ questions in 4 weeks with 98% accuracy — equivalent to 2 full-time engineers

→ Led Flow CLI upgrades including scaffold feature for quickstart templates

DEVELOPER TOOLS   FLOW   CADENCE   DEVEX

2022 – 2023

Remote

Co-founder & Product Lead

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→ Co-founded Mempools Web3 SaaS platform achieving 200+ DAU for real-time on-chain alerting with sub-second delivery

→ Launched Archway-Alerts.com as default alerting platform on mainnet launch day, securing Luganodes partnership

→ Shipped mempools-sdk and no-code scenario builder supporting 5 chains (Ethereum, Arbitrum, Archway, Juno, Canto)

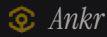| FOUNDER | WEB3 SAAS | ALERTING | COSMOS |

2020 – 2022
Ankr
Remote

Senior Product Manager

→ Shipped Advanced API from 0→1: 17 methods across NFT, Token, Query APIs serving 1M+ daily requests

→ Drove 15× revenue growth to $2M ARR through B2B pivot, landing Polygon, Arbitrum, Avalanche, and other L1/L2 protocols

→ Built SDK suite (Ankr.js, Ankr.py, React Hooks) with 1,900+ weekly downloads

→ Architected Pay-As-You-Go pricing ($0.10 = 1M credits) that doubled developer signups

| APIS | RPC | GROWTH | SDK | PRICING STRATEGY |

2016 – 2020
Microsoft
Seattle, WA

Software Engineer → Program Manager

→ Built Xbox royalties blockchain with EY, achieving 99% faster processing (45 days → 4 minutes) for 2.7B+ gaming consumers

→ Shipped one of the first production smart contracts at Microsoft (2016) using Ethereum/Quorum, partnering with Ubisoft for rollout

→ Architected Docker/Kubernetes infrastructure for Microsoft's first enterprise blockchain consortium

| ENTERPRISE BLOCKCHAIN | XBOX | SMART CONTRACTS | QUORUM |

CREDENTIALS

Signals of craft

A mix of formal training, hands-on certifications, and verifiable identity across platforms.

WINTER 2025   *AI Product Management Certification*   Product Faculty   **VERIFY ↗**

Led by Miqdad Jaffer — Product Leader at OpenAI, former Head of AI Products at Shopify

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SELECTED WORK

MEMPOOLS (FOUNDER)   —   2022–23

On-Chain Alerting Platform

Co-founded a Web3 SaaS platform delivering sub-second blockchain alerts to 200+ daily active users

200+ daily active users
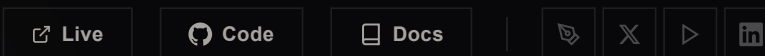
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Read more →

ANKR   —   2021–22

RPC Infrastructure & APIs

Repositioned RPC product to target protocols as customers—15× revenue growth in 8 months

15× revenue growth

⧉ Live   Code   Docs | X   ▷   in

Read more →

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Royalties on Ethereum

Built Microsoft's first production blockchain—an Ethereum royalty system serving 2.7B+ gaming consumers

99% faster processing

Read more →

REFERENCES

People I've built with

A few words from leaders and collaborators across crypto infrastructure and product.

> *I had the chance to work alongside Dimitri on blockchain protocol and staking initiatives. He brings meaningful protocol and blockchain depth and a thoughtful, low-ego approach to collaboration. Dimitri communicates clearly, shows up reliably, and is always willing to jump in and support his team when needed. He'd be a strong addition to any technical product organization.*

HS	**Product Lead**
	Former Colleague · Anchorage Digital

> *Dmitrii has a unique ability to bring a product owner mindset to extremely technical challenges, almost like technical project manager that was equal parts product owner. I can always rely on Dmitrii to break down a protocol and the product implications of one approach another. Crypto, SSI, Identity, Protocols - building with Dmitrii is always collaborative and always enlighten*

PB	**Product Lead**
	Former Colleague · Anchorage Digital

INSIGHTS

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Thoughts on building at the edge

Dmitrii Fotesco

Reflections on product management, crypto infrastructure, and the intersection of AI with on-chain execution.

Dec 21, 2024 ·
6 min

Building a Portfolio That Proves Itself

The best portfolio isn't one that looks good—it's one where every claim traces to proof. Here's what I learned building a system that verifies itself.

CAREER · AI · PORTFOLIO · CAPSTONE · WEB3

Dec 14, 2024 ·
3 min

Why Content Validation Matters for Developer Portfolios

Building a portfolio is easy. Maintaining content quality at scale is hard. Here's how automated validation saves time and prevents embarrassing mistakes.

DEVELOPER TOOLS · BEST PRACTICES · AUTOMATION

Let's build

Open to PM roles in AI, infrastructure, and Web3. Particularly interested in where agents meet on-chain execution. Based in Charlotte, NC (EST), flexible on remote.

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