



- 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](#)



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## 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.



## EXPERIENCE

2024 – PRESENT



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 — 4x 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



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



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

### Co-founder & Product Lead

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# Dmitrii Fotesco

→ 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



Remote

## Senior Product Manager

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

→ Drove 15x 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



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

[Read more →](#)

ANKR — 2021-22

## *RPC Infrastructure & APIs*

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

15x revenue growth

[Read more →](#)



## 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.*



**Product Lead**

Former Colleague · Anchorage Digital

*Dmitrii has a unique ability to bring a product owner mindset to extremely technical challenges, almost like a 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 over another. Crypto, SSI, Identity, Protocols - building with Dmitrii is always collaborative and always enlightening.*



**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.

✉️ Copy Email

⬇️ Resume

📅 Book Time



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*Dmitrii Fotesco*

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Designed and built by Dmitrii