Dmitrii Fotesco / **Sr. Product Manager, Walrus (Distributed Storage)**

Charlotte, NC • dmitrii.fotesco@gmail.com • linkedin.com/in/0xdmitri

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Impact / Summary / Expertise

Currently at Anchorage Digital, I own staking infrastructure serving billions in AUM with zero slashing events. I've shipped 7+ L2 integrations (Optimism, Base, Arbitrum) using a RICE evaluation framework I built, reducing integration time by 40%. Before that, at Ankr I drove 15× revenue growth ($130K to $2M ARR) by repositioning RPC infrastructure from developers to protocols—building Advanced APIs and an SDK that scaled to 1M+ daily requests. At Forte, I designed Wallet-as-a-Service SDKs with MPC custody for AAA gaming studios. 8+ Years in Product; 3 SDKs Shipped; 1M+ Daily API Requests.

Professional Experience

Anchorage Digital (Remote) *2024 – Dec 2025*
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

Forte (Remote) *2023 – 2024*
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

Dapper Labs (Remote) *2022 – 2023*
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
- Led Flow CLI upgrades including scaffold feature for quickstart templates

Mempools (Remote) *2022 – 2023*
Co-founder & Product Lead

- 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)

Ankr (Remote) *2020 – 2022*
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

Microsoft (Seattle, WA) *2016 – 2020*
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

Skills

Product Leadership: 0→1 Product Development, B2B/Enterprise Strategy, Pricing & Monetization, Developer Experience, Compliance-First Product, Cross-functional Leadership, Technical PRDs & Specs, Go-to-Market Strategy

Technical Execution: API Design (JSON-RPC, REST), SDK Development, Docker / Kubernetes, System Architecture, Technical Documentation, Smart Contract Integration, Data Analytics & Monitoring, Cloud Infrastructure (Azure, GCP), CI/CD Pipelines

Domain Expertise: Institutional Custody, Gaming & Entertainment, Protocol Economics, Web3 Infrastructure, Validator Operations, ETF-Grade Compliance

Tools & Platforms: Linear / Jira, Notion / Confluence, GitHub, Mixpanel / Amplitude, Postman, Swagger / OpenAPI, AWS / GCP / Azure, Docker / Kubernetes, Slack / Teams, Hotjar, Figma, Datadog

Certifications

AI Product Management Certification *Product Faculty (Miqdad Jaffer) — Winter 2025*