

Dmitrii Fotesco

Senior Product Manager

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Senior Product Manager with 10 years building 0 → 1 and platform products, including 4+ years at Microsoft. Deep expertise in developer platforms and Web3 systems (custody, staking, RPC infrastructure). Considering projects at the intersection of Web3xAI.

Work Experience

Sr. Technical Product Manager Anchorage Digital Oct 2024 - Dec 2025

- Shipped institutional custody integrations for Optimism, Base, B0B, Aztec, Citrea, Succinct and more—driving cross-team execution from protocol scoping to production launch.
- Led ETH staking initiatives, including validator provisioning for institutional clients (Galaxy, Bitwise) and defining lifecycle workflows.
- Drove Anchorage's ETH Liquid Staking partnering with Liquid Collective, aligning API reporting, operator roles, fee structures, and validator workflows for ETF-grade NAV requirements.
- Acted as the technical bridge between protocol teams, engineering, security, and compliance, translating protocol mechanics into custody-safe system designs.
- Built scalable ERC-20 and asset enablement flows, reducing design debt and accelerating new-chain onboarding.

Sr Technical Product Manager Forte Oct 2023 - Aug 2024

- Spearheading the development of a pioneering Wallet-as-a-Service product, utilizing MPC (Multi-Party Computation) technology to seamlessly integrate digital assets into gaming, enhancing the user experience and security.
- Compliance as a Service, Product Feature. Building a compliance-focused product framework, making it easier for game developers to integrate with Web3 tooling while ensuring strict adherence to privacy and regulatory standards.

Senior Product Manager DX Dapper Labs / Flow Dec 2022 - Sep 2023

- Managed end-to-end developer journey on Flow, streamlining developer onboarding through user discovery and developer feedback.
- Shipped multiple improvements to the Flow Developer Tooling, i.e Flow CLI, Cadence Playground V2, and the new Flow Developer Portal, increasing developer productivity by 40%.

Senior Product Manager Ankr Dec 2021 - Dec 2022

- Repositioned the core product (ankr.com/rpc) to include blockchains as a core customer segment and grew annual revenue 15x (2 MLN) within 6 months.
- Designed and lead the creation of Ankr Advanced APIs and Ankr.JS - current average usage of 1 MLN requests/day.
- Improved customer success/support processes across the customer pipeline, which cut by 30% customer refund requests.

Developer Experience Bloom Sep 2020 - Dec 2021

- Expanded Bloom Protocol's global reach, targeting East Asia, Europe, and Australia through strategic initiatives
- Streamlined developer documentation, clarifying decentralized identity and verifiable credentials concepts ([sample blogs post](#))

Software Engineer Microsoft Aug 2016 - Aug 2020

- Designed, developed, and tested Royalties Payment & Tracking based on Ethereum smart contracts for the XBOX store platform. Implemented the Docker / Kubernetes architecture for the blockchain consortium network.

Founder Experience

Co-founder, Product Lead Mempools Nov 2022 - Mar 2023

- Pioneered Mempools.com, a Web3 SaaS platform, integrating with Cosmos, Ethereum and Arbitrum. Attracted over 200 daily active users (DAU) with a focus on user-centric design and functionality.

Certifications

AI Product Management – Product Faculty(OpenAI)

Intensive live + project-based program focused on LLM use-case selection, prompting techniques, RAG, model customization, evaluation, safety, and agentic AI; includes a hands-on capstone building an AI-powered product feature.

Education

Bachelor's degree, Information Technology

Brigham Young University

2010 - 2015