

# Dmitrii Fotesco / Technical Account Manager

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## Impact / Summary / Expertise

I've spent my career making complex infrastructure accessible to developers while earning the trust of their leadership. Most recently, at Anchorage Digital, I worked with institutional clients managing billions in AUM, ensuring zero slashing events through reliable staking infrastructure. 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. 60% DX Improvement; 8+ Years PM; 4 APIs & CLIs Shipped.

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

### 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

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

**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

**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