



- 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

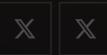


MEMPOOLS (FOUNDER) — 2022-23

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