

Dmitrii Fotesco / Senior Product Manager

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Impact / Summary / Expertise

Eight years shipping Web3 infrastructure, from dev tools to institutional custody. Expertise in Ethereum & EVM, Staking Infrastructure, L2s (Optimism, Base, Arbitrum), 0→1 Product Development, B2B/Enterprise Strategy, Pricing & Monetization at Anchorage Digital, Forte, Dapper Labs, Mempools. 8+ Years in Product; 5 Years in Web3; 6 Companies Shipped.

Professional Experience

Anchorage Digital (Remote)

2024 – Present

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

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

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

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

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

Skills

Ethereum & EVM, Staking Infrastructure, L2s (Optimism, Base, Arbitrum), MPC Custody, Solidity / Smart Contracts, Cosmos SDK, RPC Infrastructure, Decentralized Identity (DIDs) | 0→1 Product Development, B2B/Enterprise Strategy, Pricing & Monetization, Developer Experience, Compliance-First Product, Cross-functional Leadership, Technical PRDs & Specs, Go-to-Market Strategy | API Design (JSON-RPC, REST), SDK Development, Docker / Kubernetes, System Architecture, Technical Documentation, Smart Contract Integration | Institutional Custody, Gaming & Entertainment, Protocol Economics, Web3 Infrastructure, Validator Operations, ETF-Grade Compliance | Linear / Jira, Notion / Confluence, GitHub, Dune Analytics / Etherscan, Figma, Datadog