Dmitrii Fotesco / **Senior Product Manager**

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Impact / Summary / Expertise

Eight years shipping products where crypto complexity meets financial infrastructure—from Xbox royalties on Ethereum to institutional staking serving billions in AUM. Now focused on bringing crypto to mainstream payments. 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; $B+ AUM Supported; 15× Revenue Growth.

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
- 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

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