

# Andrea Spiteri

CHIEF PRODUCT OFFICER

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Product leader with 15+ years of experience driving product vision and strategy across B2C and B2B portfolios in the iGaming and esports industry. I build and lead high-performing product teams, own end-to-end product roadmaps, champion product improvements and launches into new markets, and improve methodologies and processes while mentoring teams to deliver exceptional results and drive growth.

## KEY ACHIEVEMENTS

15+ YEARS IN IGAMING & SPORTSBOOK	50+ PM / PO / DESIGNERS RECRUITED	50+ LARGEST DEPARTMENT MANAGED	25+ PROVIDERS INTEGRATED
10+ DIFFERENT SPORTSBOOKS MANAGED	4+ DEPARTMENTS BUILT FROM ZERO	5+ PRODUCT MANAGERS MENTORED	20+ SPORTS MANUALLY TRADED

## EXPERIENCE

<b>Chief Product Officer</b> NDA Company <a href="http://OBO.Oddin.gg">OBO Oddin.gg</a> <ul style="list-style-type: none"><li>Leading the launch of a new company by managing end-to-end product lifecycle and hiring key functions, including the CTO and operational teams.</li><li>Directing a cross-functional team to drive innovation and ensure timely delivery, while defining the product roadmap and prioritising features to achieve strategic business objectives.</li></ul>	Apr 2025 - Present
<b>Chief Product and Tech Officer (CPTO)</b> <a href="http://Betswap.gg">Betswap.gg</a> <ul style="list-style-type: none"><li>Led end-to-end product and technology strategy for a blockchain-based peer-to-peer betting exchange.</li><li>Hired and led a team of 15+ developers and designers from zero.</li></ul>	Apr 2024 - Apr 2025
<b>Principal Product Manager &amp; People Lead</b> <a href="http://Betsson.Group">Betsson Group</a> <ul style="list-style-type: none"><li>Defined strategy and managed the roadmap for the in-house Sportsbook and B2B offerings.</li><li>Led a team of Product Owners across six scrum teams to execute a dynamic roadmap.</li><li>Oversaw recruiting ~50 Product Owners, Managers, and UX/UI Designers.</li></ul>	Jan 2021 - May 2024
<b>Head of Sportsbook</b> <a href="http://BOSS.Gaming.Solutions">BOSS Gaming Solutions</a> <ul style="list-style-type: none"><li>Oversaw in-house Sportsbook platform across B2B/B2C operations with over 150 land-based outlets.</li><li>Delivered a LATAM-focused front end and trader/partner back offices.</li></ul>	Nov 2019 - Jan 2021
<b>Head of Product</b> <a href="http://Hardball.Group">Hardball Group</a> <ul style="list-style-type: none"><li>Directed Product Development across group brands with full commercial responsibility for the Sportsbook P&amp;L.</li><li>Spearheaded an agile transition and led platform migration, achieving exponential growth post-relaunch.</li></ul>	Dec 2018 - Nov 2019
<b>Product Manager</b> <a href="http://FanLeague">FanLeague</a> <ul style="list-style-type: none"><li>Managed the product vertical and launched V2 of the social betting app.</li><li>Introduced structured product management processes to improve development efficiency.</li></ul>	Dec 2017 - Dec 2018

Product Owner

Apr 2015 – Dec 2017

Betsson Group

- Developed internal trading tools and integrated third-party feeds (BetGenius, Betradar, Perform).
- Bridged the gap between trading and technical teams to ensure seamless product delivery.

Sportsbook Risk Manager

Sep 2011 – Apr 2015

Betsson Group

- Managed P&L and trading for high-profile events, including Champions League and World Cup Finals.
- Supervised up to 50 traders to ensure optimal risk management across operations.

EXPERTISE

Product Development & Strategy

Team Leadership & Recruitment

Sportsbook Operations

Agile Methodologies

UX/UI Design Optimization

B2B & B2C Portfolio Management

AI-Augmented Workflows

Stakeholder Management

EDUCATION

Bachelor of Education Sports

University of Malta · 2008 – 2012

LANGUAGES

Native: Maltese, English & Italian

Beginner: French, Spanish & Greek