

# 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

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

## EXPERIENCE

### Chief Product Officer

Apr 2025 – Present

#### NDA Company OBO Oddin.gg

- ▶ Leading the launch of a new company by managing end-to-end product lifecycle and hiring key functions, including the CTO and operational teams.
- ▶ 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.

### Chief Product and Tech Officer (CPTO)

Apr 2024 – Apr 2025

#### Betswap.gg

- ▶ Led end-to-end product and technology strategy for a blockchain-based peer-to-peer betting exchange.
- ▶ Hired and led a team of 15+ developers and designers from zero.

### Principal Product Manager & People Lead

Jan 2021 – May 2024

#### Betsson Group

- ▶ Defined strategy and managed the roadmap for the in-house Sportsbook and B2B offerings.
- ▶ Led a team of Product Owners across six scrum teams to execute a dynamic roadmap.
- ▶ Oversaw recruiting ~50 Product Owners, Managers, and UX/UI Designers.

### Head of Sportsbook

Nov 2019 – Jan 2021

#### BOSS Gaming Solutions

- ▶ Oversaw in-house Sportsbook platform across B2B/B2C operations with over 150 land-based outlets.
- ▶ Delivered a LATAM-focused front end and trader/partner back offices.

### Head of Product

Dec 2018 – Nov 2019

#### Hardball Group

- ▶ Directed Product Development across group brands with full commercial responsibility for the Sportsbook P&L.
- ▶ Spearheaded an agile transition and led platform migration, achieving exponential growth post-relaunch.

### Product Manager

Dec 2017 – Dec 2018

#### FanLeague

- ▶ Managed the product vertical and launched V2 of the social betting app.
- ▶ Introduced structured product management processes to improve development efficiency.

## 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