Constantine P.
Senior Product and Delivery Manager

SUMMARY

- Strong abilities working as Head of Projects Managers in a large technological company with several products; - Product manager with experience in NFT, GameFi, and FinTECH projects. - Nearly 11 years in IT domain positions like - Business Analyst, Project Manager, Product Manager, Marketing Manager, and PHP coder; - Strong skills working as a Delivery Manager; - In-depth knowledge of creating roadmaps and launching MVPs of blockchain projects; - Deep Experience with DeFi projects and Centralized Exchanges; - Good knowledge of creating and launching versions of launchpad, staking, and mobile crypto wallet for blockchain projects; - Experience in building teams and managing different types of projects to the market launch; - Work experience in creating the optimal product structure of the project; - Good skills in creating complete project documentation; - Experience in creating and launching a project brand; - Upper-Intermediate English; - Available: ASAP.

TECHNICAL SKILLS

Main Technical Skills	Product Manager, Delivery Management
Programming Languages	PHP
Data Analysis and Visualization Technologies	Business Analysis, Google Analytics, Power BI, Tableau
Databases & Management Systems / ORM	SQL
Industry Domain Experience	Banking, retail
Project Management & Administration	Amplitude, CAC, Data Models, Functional Design, Hypotheses validation, LTV, Marketing Manager, Marketing research, MVP, Product Roadmaps, Project Management
SDK / API and Integrations	API, API testing
QA, Test Automation, Security	API testing, Postman
Blockchain and Decentralized Software	CEX, DeFi, GameFi, Launchpad, NFT, Staking, Wallets (Integration & Transaction Signing)
Third Party Tools / IDEs / SDK / Services	Office 365
UI/UX/Wireframing	UI/UX, UX

Other Technical Skills	Documentation

EXPERIENCE

Head of Projects, NDA

2023 - Till now

Company description:

Maltese web 3 holding.

Responsibilities:

- Collaborate with company's founders and the CEO in setting and driving the organizational vision, operations and strategy, at all levels of the Group;
- Present relevant data including detailed testing, operations, product, or related reports to the Stakeholders and Board of Directors on an ongoing basis;
- Responsible for overseeing Client onboarding and optimizing the customer journey across all Products;
- Assist the leadership in leading expansion plans for the market and shape the plans for launching new product features;
- Work hands-on and closely with Operations and Technology Team to configure and test the company's products, integrations, add-ons, and enhancements;
- Responsible for all areas of Operations, including: preparing, reviewing, and updating Standard Operating Procedures, Drafting of policies and procedures, Supplying the company with Operation programmes and ensuring the smooth running of such processes across the Group;
- Supported all the operation and technology staff in preparing, planning, and launching new crypto initiatives from an operational, risk, support and compliance perspective;
- Worked closely with Customer Support, Local Operations and the Fraud and Compliance teams to execute a robust yet efficient and seamless Compliance and KYC Programme;
- Set procedures and assisted the Support Executive and the team in handling and providing timely and optimal support to customers for issues;
- Provided training, coached and manage a team of Crypto or Tech Operational Specialists.

PRODUCT MANAGER / Delivery Manager, Concordium AUSTRIAN WEB3 HOLDING.

December 2021 - 2022

Company description: Concordium is a public-layer 1, science-backed blockchain, designed to balance privacy with accountability through its ID layer.
The protocol level ID ensures that every wallet is associated with a real-world identity that has been verified through a third-party ID provider so that people and companies can trust one another, while remaining private, with zero-knowledge-proof, which is key to the mass migration of web2 to web3 and beyond.
Responsibilities:

- Roadmap validator and owner for 4 projects at the same time;
- Working with architects to create optimal product structure;
- Visioning the whole product concept from feature list to fee limits;
- Working under the roadmap for the next product versions;

- Preparation of full-scope documentation (Business/Functional requirements, Use Cases, Functional Design, Data Models, etc.).
- Team Managment
- Researching user experiences (CusDev)
- Hypothesis generation and validation (data research, user interview)

Small Achievements:

- Created the MVP version of Launchpad for consortium Blockchain;
- Created the MVP version of Staking for Concordium Blockchain;
- Created the MVP version of the Mobile Crypto Wallet for Concordium Blockchain;
- Created the MVP version of the Mobile Crypto Wallet for Concordium Blockchain.

DELIVERY MANAGER, PRODUCT MANAGER, Axel.go E-SIGN SOLUTION D

2019.09 -2021

Responsibilities:

- UAT testing and feature presentation;
- Weeklyroadmap and feature presentation for COO from the USA;
- A/ B test launching;
- Large customers' problem-solving;
- Hypothesis creation and testing;
- Analyzing important product metrics like: LTV, CAC, Retention atc.
- Product analysis, research and report for future usable changes.
- Analyzing user behavior and usage of it for creating new features;
- Creating user funnels for different needs;
- Analysis of the recoupment of new projects/markets / functionality- Launched new features;

Documentation and Management:

- Full-scope project documentation preparation (Business/Functional requirements, Use Cases, User Storys, etc.);
- Building product road maps
- Creating different complexitylevels prototypes with Axure;
- Communicating with owners and users to identifytheir needs;
- Designing with UML tools;
- Active collaboration with technical and management teams for planning, targeting issues and problem-solving;
- People hiring;
- Monitor deadlines

Product Manager,Business Analyst,4Bill Projects freelance (FinTECH) P2P trading, Crypto exchange, Payment Aggregator, Crypto wallet, Staking

2019.04- 2019.09
Responsibilities:

- Analysing important product metrics like: LTV, CAC, Retention atc.
- Product analysis, research, and report for future usable changes and important improvements in current software versions;
- Analysing user behavior and usage of it for creating new features.
- Creating user funnels;

- Analysis of the recoupment of new projects/markets / functionality Launched new products

Documentation and Management:

- Preparation of full-scope project documentation (Business/Functional requirements, Use Cases, Functional Design, User Storys etc.);
- Building product road maps;
- Creating different complexitylevels prototypes with Axure;
- Communicating with owners and users to identifytheir needs and develop reports.;
- Designing with UML tools;
- Monitor schedule deadlines;
- Active collaboration with technical and management projects teams for planning, targeting issues and problem-solving;
- People hiring;

Product Manager, EXMO - CRYPTO EXCHANGE.

2018 -2019.04

Responsibilities:

- Launching new markets (marketing, payment systems, programming part);
- Analysis new potential markets for product entering;
- Creating marketing and content strategies
- Analysis new projects recoupment / markets / functionality
- Launching new products

Analysis:

- Analysing important product metrics like: LTV, CAC, Retention atc.
- Product analysis, research, draft and report for future usable changes and important improvements in current software versions;
- Analysing of user behavior and usage of it for creating a new features.

Documentation:

- All necessary documentation preparation;
- Building product road maps
- Creating different complexitylevels prototypes with Axure;- Communicating with owners to identifytheir need and development reports.;
- Creating algorithms for site/service/software
- Designing with UML tools;

Product Manager/BA, Bitmedia.io.

2017 - 2018.02
Responsibilities:

- Creating projects from scratch;
- Close work with, QA's, Operators, UX/UI and Developers teams;
- Communicating with owners to identifytheir need and development reports.;
- Creating marketing and content strategies
- Analysing of important product metrics like: LTV, CAC, Retention atc.
- Analysing of user behavior and use it for creating a new features.
- Product analysis, research, draft and report for future usable changes and important improvements in current software versions;

- Capturing product requirements;
- Preparation of full scope project documentation (Business/Functional requirements, Use Cases, Functional Design, Data Models etc.);
- Creating prototypes of different complexitylevels with Axure;
- Product analysis, research, draft and report for future usable changes and important improvements in current software versions;
- Creating algorithms for site/service/software

Product Manager/BA, Other projects in 2016-2017 (Freelance)

2017- 2018.02

SaaS antivirus for MAC;
(3 months As Product Manager)
Online gambling websites and forex websites;
(3 months As Product Manager)
Taxi driver mobile application;
(4 months as Business Analyst)

Product Marketing Manager, TALOKI.COM / THE LOTTER.COM.

2016 - 2017
Creating projects from scratch;

- Preparation full scope project documentation (Business/Functional requirements, Use Cases, Functional Design, Data Models, etc.);
- Creating prototypes of different complexity levels with Axure;
- Close work with, QA's, Operators, UX/UI, and Developers teams;
- Capturing product requirements;
- Product Road-Map creation;
- Communicating with owners to identify their needs and development reports;
- Creating algorithms for site/service/software;
- Product analysis, research, draft and report for future usable changes and important improvements in current software versions;
- Creating user funnels;
- Analysing user behavior and using it for creating new features;
- Work with such tools like (Google Analytics, Kissmetrics, and Semrush);
- Analysing important product metrics like LTV, CAC, and Retention.

Business Analyst, BOOKING ENGINE (UKRAINE)

2016 - 2017
Responsibilities:

- Preparation of full-scope project documentation (Business/Functional requirements, Use Cases, Functional Design, Data Models, etc.);
- Create prototypes of different levels by using Axure;
- Close work with, QA's, Operators, UX/UI, and Developers teams;
- Capture product requirements;
- Create Roadmaps;
- Communicating with owners to identify their needs and development reports.;
- Specifications for designers, programmers, and copywriters.

Business Analyst, GALILEO/TRAVELPORT.

2013 - 2015
Responsibilities:

- Constructed a booking engine with a team of developers and a programming director. It took 2 years to construct the whole system for booking flights, railways, and hotels;
- Did more than 30 integrations with our existing and new customers.

Marketing Specialist, e-commerce bookstore

2011-2012

Photographer, graphical designer, html+css coder, website content manager 3DOM

2008 - 2013 part-time work

EDUCATION

COURSES:

- GoPracise - product management;
- Skillfactory - product management;
- Ivan Zamesin -JTBD interviews;
- ITEA -QApro (API testing);
- EnglishDome - IELTS;
- Business Analysis Pro (Infopulse University);
- Google Analytics PRO and Hardcore (LVL 80);
- Product Marketing (projector)