

Aleksandr Legkodumov

Product Lead | Crypto Financial Infrastructure & AI-Native Operations

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Product Lead with 6+ years across fintech, DeFi, crypto trading, banking, and stablecoins. Built and scaled 0-to-1 products in startup and bank environments. Combines product strategy, GTM, analytics, AI-enabled operations, and cross-functional execution.

EXPERIENCE

Rho Labs Product Lead

Nov 2025 - Present
Lisbon

Crypto interest rate derivatives exchange backed by CoinFund, Speedinvest, Flow Traders, and Auros

- Led product strategy across **5+ parallel product lines** (Rho X, LP Vaults, Points, Canton RFQ, BitGo OES, and Perp DEX).
- Prioritized liquidity, institutional access, incentives, and onboarding across Rho X, operating at roughly **\$5B monthly volume and \$100M open interest**.
- Launched the LP Vault from zero to a **fully subscribed \$1M cap within one week** by owning product packaging, launch marketing, investor and partner proposals, sales enablement, and GTM coordination.
- Increased **5x sustainable retail trading volume** by designing and launching a unified points program across the Rho ecosystem.
- Led a UI / UX refresh across trading, vault, points, and onboarding flows, increasing **conversion to the first trade by 15%**.

StableUnit Product Lead (DeFi)

Oct 2024 - Oct 2025
San Francisco, Remote

Yield-bearing stablecoin and CDP protocol

- Launched the StableUnit app from zero after 50+ user interviews, leading specifications, design, QA, releases, and multichain deployment coordination to reach the first 100 users and first pre-audit TVL.
- Increased **2x delivery speed** by introducing a product operating system: Scrum rituals, backlog hygiene, acceptance criteria, OKRs, and QA gates for a lean engineering team.
- Designed and shipped AI-assisted CRM and operator workflows using n8n, Cursor, and CRM automations, reclaiming around **10 hours/week saved** and improving response times by 50%.

Pragmatic Fund Co-founder & CEO (Personal Capital Project)

May 2023 - Jun 2025
Lisbon

Friends-and-family crypto investment fund and personal capital project

- Validated the fund thesis by securing \$100K in AUM, building an on-chain opportunity roadmap that delivered 26% APY, and owning an automated statistical arbitrage strategy built with LiquiFund.co.

Immigram.io Growth Product Lead

Mar 2022 - Oct 2023
London

Relocation and HR platform, immigration consulting

- Increased **5x revenue growth** by building and leading a 6-person growth team, setting OKRs, and implementing new sales processes with marketing.
- Reduced **2x time-to-contract** by designing an end-to-end CRM contracting flow, including stages, automations, documentation, and handoff rules.
- Increased ARPU by 10% through upsell processes for legal and post-relocation services, and built lifecycle, dunning, and SLA workflows that improved debt collection.

Digital bank serving 50M+ customers

- Joined as BA and grew to Senior Product Manager, moving from analytical execution to product ownership for B2B banking and internal systems.
- Managed a 15-developer team delivering features for a market-leading B2B product in Tinkoff Business.
- Drove **3.4x internet acquiring revenue growth** through UX/UI improvements and marketing campaign execution.
- Increased new active Website Builder B2B users by 27% through new features, redesigns, A/B testing, and marketing.

ADDITIONAL LEADERSHIP

FIKA / FoodNET Founder & CEO

Aug 2015 - Apr 2020
Moscow

Founded, operated, and sold a multi-brand cafe and coffee shop business after reaching 28% profitability and returning \$100K in investor capital.

Arcane Product Research / Private Tools

Oct 2025 - Dec 2025
Remote

Researched Polygon, Miden, and Zama opportunities and requirements for launching an RFQ protocol on Zama.

EDUCATION

State Technical University Kostroma

Sep 2006 - Jun 2011

Master's Degree in Information Technology and CAD Mechanical Drafting

SKILLS

Crypto Financial Infrastructure | DeFi Product Strategy | 0-to-1 Product Development | Liquidity & Incentive Systems | GTM & Launch Planning | AI-Native Product Operations | Growth & RevOps Engines | Product Analytics & SQL | Cross-Functional Leadership

TOOLS

SQL | Product Analytics & BI Tools | Cursor | Claude / Codex-style Workflows | n8n | CRM Systems | MCP-based Tooling | Agent & Workflow Design

COURSES

Unit Economy, Netology University | Mindful Communication for IT Managers, SoftSkill Lab

LANGUAGES

English C1 | Russian Native