Igor Abrosimov

Product Lead, AI products

Tbilisi, Georgia · i@abrosimov.xyz · LinkedIn · Telegram · GitHub

SUMMARY

Product leader with 8+ years building products from zero across AI, Web3, gaming and trading. Scaled a Telegram Mini App to 12M MAU in its second month and grew a DeFi product from $0 to $40K MRR. Took an AI trading system from a RAG prototype to live automated execution with a 70%+ signal win rate. Led teams of up to 12 and worked directly with founders and investors on what to build, what to kill and how to make it pay.

EXPERIENCE

AmberSoft / AmberCore Holding / 17VLT

Abu Dhabi, UAE (remote). Venture and technology arm of a holding company: Web3, gaming, AI trading, IoT/MedTech, Telegram Mini Apps

Product Lead (May 2023 – Sep 2026)

- Scaled a Telegram Mini App to 12M MAU in its second month: designed game mechanics, economy, payments and ads monetization; ~$0.02 CPI, 40% D1 / 18% D7 / 7% D30 retention.
- Led an AI trading product as CPO with a team of 12 developers and traders; took it from a RAG-based analysis tool to automated trade execution, reaching a 70%+ directional win rate and 99% uptime.
- Transformed 17VLT from a gaming fund into a venture studio: designed the operating model and an internal ERP covering 53 business processes, with 14 AI-driven processes and 18 automations; cut application-to-onboarding cycle to 4–8 weeks.
- Pivoted MirrorDAO into an internal settlement solution based on CAC and unit economics, processing >$700K in turnover; launched AmberLeague to 10K MAU and secured a $40K Vara Blockchain grant.
- Developed Diamore's asset-tokenization strategy and secured LOIs for tokenization of up to $750M across EVM, TON, Vara, Starknet and XRPL.
- Sourced and closed B2B clients end to end; ran customer discovery with 20+ clients, built teams of 3–12, and made scale/pivot/kill decisions on retention, CAC and unit economics.

Alium Finance OU

Tallinn, Estonia (remote). Multichain / cross-chain DEX in DeFi, ~18K active users across 30+ countries

Product Manager (Oct 2022 – May 2023)

- Took over product strategy for the DEX one month after the CPO left; grew DAU by 1,355%, MAU by 197% (to ~5.9K) and swaps by 341%, reaching ~18K active users across 30+ countries.
- Identified MMGraph through interviews with 10+ listed projects and launched it 0→1, growing recurring revenue from $0 to $40K/month; spun it out into a separate agency after validation.
- Launched Trading Competitions and gamification, increasing retention 4× versus baseline.
- Led the mobile app launch on the App Store and Google Play, clearing Apple's section 3.1.5 crypto restrictions; managed a team of 5 developers.
- Managed token strategy, listings and buybacks, with a buyback program that lifted token price ~30%; implemented Dune Analytics for product and financial analytics.

Artel Fund / Meedlight / Web3 marketing agency

Moscow, Russia. Venture fund with mobile products and client products across Web3, HR Tech, DeFi and real estate

Product / Business Development Lead (Apr 2019 – Oct 2022)

- Managed 12+ client products from concept to first sales with a matrix team of 5; average MAU growth >1,200%, app-page-to-install conversion +70%, mobile app profitability +200%.
- Built a product-led growth model for mobile apps without paid traffic, taking individual app revenue from ~$100 to $1–2K the following month and adding 30–60% to company revenue.
- Launched an internal development and monetization function with a team of 3, and an ASO function handed over to operational ownership.
- Co-created a Web3 marketing agency: tokenomics, product documentation and go-to-market for Linki.team, Metaboutiq, Primavera, Relocode and Alium Finance.

IDACB

Moscow, Russia. Crypto and blockchain association; roadshows and offline events for projects and investors

Head of Sales (Aug 2018 – Apr 2019)

- Built outbound sales via LinkedIn and Telegram; closed 4 events with $20–70K deal sizes.
- Recovered a Dubai roadshow after the venue fell through: secured an alternative and negotiated better terms.
- Moderated events with audiences of up to 3,500 (Moscow Digital Forum).

Hamster Marketplace LLP

Moscow, Russia. ICO-stage crypto marketplace project

Community Lead / Token Sales (Feb 2018 – May 2018)

- Ran multilingual community support (RU/EN/ES) through the ICO launch, then moved into token sales: ~$300–400K closed, #1 by sales volume.

SKILLS

Product: Product Strategy, 0→1 Development, Customer Discovery, Unit Economics, Go-to-Market, Monetization & Retention, Product-Led Growth, Product Analytics

AI: LLM, RAG, AI Agents, AI Automation, Claude Code, Mastra

Web3: DeFi, Tokenomics, Telegram Mini Apps, EVM / TON / Vara / Starknet / XRPL

Tools: SQL, Amplitude, Dune Analytics, Figma, Jira

EDUCATION

All-Russian Academy of Foreign Trade, Moscow, Russia
Bachelor's in Finance and Credit (2018)

LANGUAGES

English — C1, Spanish — B2, Russian — native

ADDITIONAL

- 2nd place, ETH Community Hackathon Tbilisi (solo, idea to win)
- Advised YC- and a16z-backed founders