

Andrei Susu

Senior Technical Product Manager

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Professional Summary

Senior Technical Product Manager with 12+ years of experience leading product strategy, roadmap ownership, and cross-functional delivery across FinTech, Web3, AI/ML, and enterprise software. Proven track record translating complex technical systems — including ML forecasting, LLMs, blockchain protocols, APIs, and high-reliability platforms — into launched products, user growth, cost savings, and measurable business outcomes.

Core Expertise

Product: Strategy, Roadmapping, Product Discovery, PRDs, Backlog Prioritization, OKRs/KPIs, Stakeholder Management, Agile/Scrum, GTM, UX, A/B Testing

Technical: AI/ML Forecasting, LLMs, Blockchain, DeFi, Tokenization, APIs, Microservices, Smart Contracts, SQL, High-Reliability Systems

Tools: Jira, Linear, Figma, Git, Notion, Google Analytics, Codex, Claude, Gemini

Industry Expertise: FinTech, Web3 / DeFi, Blockchain Infrastructure, Enterprise Software, AI/ML Systems

Experience

Founding Product Manager / Head of Product – AI Market Analytics | The Goblin Institute
June 2025 - May 2026

- Owned product discovery, roadmap definition, PRD creation, and delivery prioritization for an AI-powered, on-chain market intelligence platform targeting equities, indices, and crypto.
- Designed and shipped ML forecasting systems using regression and classification models, improving predictive modeling accuracy from ~55% baseline to 72%+.
- Prototyped LLM integrations to translate dense statistical datasets into clear, actionable, user-facing intelligence.
- Defined a KPI framework for forecasting accuracy, signal quality, insight clarity, and product iteration velocity.

Head of Product - Token Ecosystem | Chromia Blockchain
Jan 2023 - June 2025

- Led full product lifecycle for the tokenization ecosystem, rebuilding and launching a previously stalled core protocol within 12 months to drive 40% YoY growth.
- Owned product requirements, stakeholder alignment, backlog prioritization, and GTM coordination for protocol ecosystem launches and strategic integrations.
- Reduced production costs by 25% through competitor analysis and strategic product direction pivots.
- Reduced developer onboarding friction by 30%+ by re-engineering documentation architecture and developer flows.
- Developed and documented the framework for enabling AI agents on-chain.

Technical Product Manager | Aeternity Blockchain

June 2022 – Jan 2023

- Rescued a stalled block explorer and stablecoin protocol delayed over a year; implemented Agile delivery frameworks to ship MVP to production in under 6 months.
- Advised C-level executives on product vision, branding frameworks, and cross-functional agile transformation strategy to align engineering tracks.

Product Management Consultant | Lydian.World / G999

July 2020 – June 2022

- Directed 0-to-1 execution and launch of 3 production-ready products: mobile and hardware wallets, on-chain messaging, and a gamified DeFi platform, scaling to 100,000+ users.
- Managed end-to-end design lifecycle, brand systems, and high-visibility international launch events across the UAE.
- Coordinated cross-functional teams across engineering, design, marketing, and operations using Agile methodologies.

Senior Software Engineer | ASML

Sept 2016 - July 2020

- Optimized critical SQL database infrastructure by ~80%, vastly improving data ingestion and query performance for semiconductor manufacturing systems.
- Designed complex data ingestion and diagnostic software deployed by Intel, Samsung, and TSMC in production environments.
- Contributed to high-reliability systems architecture requiring strict uptime and data integrity standards.

Software Engineer | Sella Bank Group

August 2014- Sept 2016

- Built and maintained payment accounting and POS management microservices, ensuring strict regulatory compliance and transactional integrity.
- Optimized Oracle PL/SQL database structures and managed internal code quality assurance processes.
- Worked within FinTech compliance frameworks, gaining foundational experience in high-reliability financial systems.
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Education

BSc in Computer Science & Information Technology – Dunarea de Jos University, Romania

Certifications

Harvard University VPAL FinTech Specialization

Google AI Professional

Google Project Management

Open Source

Gleipnir — Agentic AI Guardrails Plugin | github.com/KibaSoftware/Gleipnir