

Metin Akın

Senior Product Manager

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Bulgarian (EU) & Turkish citizen • works across UK/EU and US East-Coast hours • open to travel

Senior Product Manager with 10+ years building and shipping digital products for high-performance, remote-first teams. I take ownership of ambiguous, high-stakes delivery — from hard operational SLAs to fixed public-launch deadlines — and turn it into launched, revenue-generating **B2B** and **B2B2C** products. I lead cross-functionally without direct authority across engineering, BD, and design, and I build with an AI-native workflow. My range spans blockchain infrastructure, regulated healthtech, fintech, and enterprise telecom.

Experience

Senior Product Manager | [P2P.org](#)

Feb 2024 – May 2026 | Remote

- Owned validator operations, protocol upgrades, governance, and tokenomics for a team of 5 across 9 projects and 15+ networks; reported to the CEO/CPO.
- Led the **Hyperliquid** launch — a highly requirement-intensive network — to **Top 15 node operator**, going live on New Year's Eve with near-zero downtime; personally persuaded partners and customers to stake in order to hold the ranking.
- Grew **The Graph** revenue **+18% QoQ** (+22% vs. budget) and **Chainlink** **+\$354K** (**+44.4% QoQ**); contributed to ~\$150M TVL acquisition through direct revenue-generating products.
- Shipped staking, validator, and indexing products across The Graph, **Bittensor** (decentralized AI network), and Chainlink; migrated the node/validator stack to Kubernetes for reliability and scale.
- Built **B2B / B2B2C** partnership models — e.g. integrating P2P's staking into partners like Ledger so their end users could stake assets, earning commission and revenue-sharing with the partner.
- Owned **hard operational SLAs** with enterprise clients (BitGo, Bitvavo, Crypto.com): when uptime dropped below **99.9%**, P2P compensated customers for the staking rewards the system should have generated — I managed these reimbursements on incidents across networks such as Threshold and The Graph.
- Acted as the team's go-to for **on-chain transaction lifecycle**: verifying transactions and doing deep dives into how they settle across networks (hackathon background).
- Owned internal analytics/adoption products — built the Dune, BigQuery, and Retool dashboards that cut manual operational overhead and gave teams self-serve visibility.
- Prototyped **MCP-based data-query tooling** so non-technical teammates could ask operational questions in plain language instead of queueing work on the data team.

Senior Product Manager | [Huma Therapeutics](#)

May 2022 – Jun 2023 | Remote / London, UK

- Collaborated across a 30-engineer product org on continuous improvements, owning end-to-end execution for B2B2C software in a highly regulated (clinical) environment.
- Supported the sales processes and partner meetings behind ~\$30M in revenue, including an AstraZeneca/Bayer asthma-monitoring collaboration (~\$5M).
- Prioritized the roadmap from Mixpanel behavioral data and stakeholder interviews, lifting user engagement **+20%** and cutting churn **-15%** within 3 months.
- Delivered the Bluetooth medical-device integration (blood pressure, glucose, temperature) across multiple manufacturers.
- Built against a shared design system, iterating with designers on Figma prototypes so each release fit

one cohesive, end-to-end product design.

Technical Product Manager — Blockchain | [PrimeLab](#)

Dec 2021 – May 2022 | Remote

- Shipped a stream of MVPs on the NEAR blockchain at high velocity: a working KYC application in **2 weeks** and a decentralized Google Docs-style editor in 3–4 weeks; improved the rapid-prototyping cycle **+25%** through lean methods.
- Built wallet-creation flows and consumer wallet UX on NEAR; NFTmakerApp contributed to **700,000 wallets** created, with deep hands-on experience across the NEAR ecosystem.
- Defined and documented use cases, sketched Figma wireframes, and validated prototypes before build.

Business Analyst — Blockchain | [Monox Finance](#)

May 2021 – Feb 2022 | Remote

- Built a hardcore **DeFi** dApp (single-token AMM) on Ethereum that reached **\$31M TVL**; ported it to Polygon and Avalanche.

Technical Product Manager (Part-time) | [Crowdbotics](#)

May 2020 – Jan 2022 | Remote

- Delivered 3+ custom React Native app projects for diverse clients, driving repeat business; assembled dev/QA teams and managed multi-client requirements.
- Implemented Agile practices that cut time-to-market **-25%** through smoother cross-functional delivery.

Business Analyst | [Scout & Cellar](#)

2020 – 2021 | Remote

- Business analyst on a custom-built wine e-commerce platform (with built-in CRM and order fulfillment) for a Texas retailer shipping ~\$1–2M/day from a Dallas-area warehouse.
- Worked through complex per-US-state alcohol regulation logic (online-sale eligibility, 18 vs. 21 age gates, quantity limits) built into the backend.
- Contributed to the e-commerce app and its external integrations beyond CRM; helped add product filtering to a non-standard, rules-heavy catalog.
- Supported the reseller/B2B “wine-tasting host” subscription model that became the platform’s largest sales driver.

Senior Business Analyst & Team Lead | [Etiya](#)

Oct 2018 – Apr 2020 | Istanbul, TR / Montréal, CA

- Led a 5-person business-analysis team delivering a customer platform for **Videotron** (Canadian telecom); traveled on-site to gather field insight and translate it into software.
- Owned Phase 2 end-to-end — the full public launch backed by a TV, radio, and billboard campaign with a fixed go-live date (Phase 1 had been internal-only).
- When the project manager resigned during UAT, took over the entire handover and delivery as the sole person who knew the requirements, coordinating a more junior team to hit the launch date.
- Ran on-site technical analysis for 3 months to elicit functional/non-functional requirements; supported engineering design from UX wireframes, flow diagrams, UML, and user-story mapping; coordinated external stakeholders (billing/payment, middleware, DWH, WHM).
- Work recognized as a **finalist for the TM Forum “Beyond Connectivity” award** for the legacy-CRM digital transformation.

Software Engineer | [Infron](#)

Mar 2014 – Feb 2015 | Istanbul, TR

- Early engineer at a 4-person medical-device startup building a palm-size ECG device (hardware + software); built the web side with Python, Django, and Nginx.
- Developed the device-side integration with hospital automation systems in DICOM format using C++ and the Qt libraries.
- Contributed across the whole company: after-sales support, marketing, and PR operations including trade fairs.

- Executed test scenarios with a team of 6 for EU customs systems.

Selected Projects

Fintech / Lending Platform (project-based) | [SAPI](#)

Jan – May 2024 | Remote / UK

- Helped build a lending platform for SMBs with weekly repayments on top of UK **Open Banking** infrastructure; investigated fraud and supported collections from defaulting businesses.
- Built the underwriting, calculation, and reporting system in **Retool** that cut a multi-day funding-qualification process to ~**15 minutes**, enabling near-real-time origination.
- Delivered the allocation logic and reporting that let SAPI meet **Fortress Investment**'s requirements, unlocking an additional credit facility.

Consumer booking app, shipped solo | [Bursa Rowing Club](#)

2026 | Live on the App Store

- Built and shipped a live iOS booking app end-to-end on my own using AI-assisted development (Lovable, Supabase, Resend) — session scheduling across 22 boats and fixed early-morning slots, plus the club's web presence.
- Owned everything: product definition, build, App Store submission and review, DNS/email deliverability, and store copy. Evidence that an AI-native workflow gets real products in users' hands, not just prototypes.

Award-winning crypto faucet | [Mode testnet faucet](#)

ETH Global

- Built a testnet faucet with Next.js, Tailwind, and Hardhat and deployed the contract to the Mode Sepolia testnet; won **\$1K** in prizes.

Skills

Product: Digital product management • Roadmapping • Discovery & user research • Funnel analysis • MVP & rapid prototyping • Requirement elicitation • B2B / B2B2C partnerships • Stakeholder & partner management • Agile / Scrum / Waterfall • Cross-functional leadership without authority

Technical: Python • JavaScript / Next.js • SQL • Blockchain / Ethereum • Kubernetes • Cloud infra • Docker • Git

AI-native workflow: AI as the default working method — accelerating research, synthesizing user insight, drafting specs, prototyping, and automating repetitive operations • Claude Code • MCP (incl. custom data-query tooling) • AI-assisted app development (Lovable) • Apps Script automation

Data & Analytics: Mixpanel • Funnel & behavioral analysis • A/B testing • Dune • BigQuery • Retool • SQL

Tools: Jira • Confluence • Notion • Figma • Miro • Aha • GitHub / GitLab

Languages: English • Turkish

Education

BS, Electrical & Electronics Engineering | [Bilecik Şeyh Edebali University](#)

2009 – 2013

Erasmus Exchange | [Riga Technical University](#)

Jan – Jun 2012

Certificates: CS50 (HarvardX) • IELTS Academic 6.0 • LFS101x (Linux Foundation) • UT.6.01x (UTAustinX)

Community & Leadership

Founder, **Toastmasters Kocaeli** • Organizer, **TEDxİzmit** • Volunteer Referee, **FLL Turkey**