

Vlad Pavlenko

Product Manager · strong technical background: APIs, integrations, AI

Remote · UTC+4 · open to formal employment

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Product Manager with a strong technical background in fintech and web3: 6+ years in the industry, 3+ in product roles. I build products around APIs and integrations. At Changelly I built the workflow that spins up a white-label for a new partner in one day, and we launched it with partners in 11 countries. Before that I co-founded Clustr and took it from zero to 11,000+ users and three Product Hunt wins, including the 2023 Golden Kitty. I wrote production frontend in TypeScript and Vue and prototype with n8n and Claude Code; the AI requirements pipeline I built is used by 3 teams.

Skills & Tools

Product	Product discovery, Customer development, JTBD
Integrations	REST API, OpenAPI, Postman, Webhooks, WebSockets, GraphQL, RabbitMQ, BPMN, UML, SQL
AI & prototyping	n8n, MCP, Claude Code, RAG, TypeScript / Vue
Tools	Jira, Confluence, Figma

Work Experience

Changelly

Dec 2024 – Present

Technical Product Manager

Cross-platform payments platform for the High Risk segment. I own the backlog and system analysis; my team of 10 covers design, engineering, QA, a PO, a tech writer and DevOps.

- ▶ Built the workflow that launches a white-label for a new partner in one day; with partners we launched it in 11 countries
- ▶ Specified API contracts for the merchant, partner and contractor gateways down to field level and validated partner integrations in Postman and Swagger/OpenAPI before development started
- ▶ With the system architect, designed the event-driven architecture on RabbitMQ and wrote its requirements, including webhook-callback failures and service outages, so transactions are not lost
- ▶ Built an AI requirements pipeline on OpenCode, Claude, n8n and RAG with an MCP server into GitLab, Jira and Confluence: a call turns into structured tickets, and AI-reviewed merge request comments feed the docs. 3 teams adopted it; it saves up to 70% of the time from call to ticket
- ▶ Prioritize the backlog by product metrics and ICE; after I rebuilt the deal flow into a step-by-step process, activation and operations volume grew 30–40%. Built an internal helpdesk from scratch for the support team (300–350 tickets a week): operators change order, deal and application statuses and block clients; role-based access, automatic escalation

Clustr.io

Apr 2023 – Oct 2024

Co-Founder & Product Owner

Co-founded Clustr, a crypto onboarding tool with AI insights; owned discovery, backlog and the systems side of the product.

- ▶ Ran 100+ interviews and usability tests before launch, rebuilt the Figma prototype four times, shipped the MVP in two months with no budget
- ▶ Grew the product to 11,000+ users in three months and 4,200+ MAU with 38% monthly retention
- ▶ Designed the architecture and a GraphQL API on top of Alchemy for real-time portfolio data, with wallet connection through Web3-Onboard
- ▶ Won Product Hunt three times in a row: #1 Product of the Day, #1 Product of the Month, Golden Kitty 2023 (Web3 & Crypto); 500 Global accelerator, \$100K pre-seed

Platinum Software Engineering

Feb 2020 – May 2022

System Analyst

- ▶ Formalized requirements for a market-making tool connected to 50+ exchanges, including Gate.io and Bitfinex
- ▶ Designed the REST and WebSocket integrations with the exchanges, including dropped-connection handling without data loss
- ▶ Wrote requirements for the company's own white-label exchange with Sumsb KYC
- ▶ Introduced requirement templates, DoR/DoD, acceptance criteria and process metrics (velocity, defect rate): time to market fell from 47 to 30 days

Earlier & Projects

Sidus Heroes · Frontend Developer · Sep 2022 – Feb 2023: core MVP functionality in TypeScript and Vue, public launch to 20,000+ active users.

PJSC Lukoil · reporting group engineer (logistics) · Feb 2017 – Jan 2020: automated zero tax rate confirmation for exports: QR codes in SAP documents, a Python service; process time –70%, manual work –90%.

Education & Languages

Volgograd State Technical University — Bachelor's, Business Informatics, 2018

How to Make a Product — Ivan Zamesin, 2023 · Russian: native · English: B2