

DIOGO FERREIRA

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SUMMARY

BD and ecosystem strategy leader with 6 years across fintech, blockchain, and AI-native product development. Established strategic partnerships with Binance Labs, Coinlist, Kaito, and Noble; led a \$3M token raise from pre-TGE GTM design through post-launch validator growth and exchange onboarding. Deep practitioner of agentic AI workflows — builds and ships production tools using Claude Code, Anthropic API, and multi-agent orchestration daily, positioning both as an evangelist and an early adopter of the exact paradigm Stripe is commercializing. Currently building DYORX, a Solana-native DeFi savings platform targeting LatAm with PIX/Mercado Pago integration — putting payments API architecture, spend/hold/receive financial flows, and usage-based billing mechanics in active scope. Fluent in English, Portuguese, and Spanish; natural fit for cross-border agentic commerce audiences across US, Europe, and Latin America.

SKILLS

BD & Partnerships: Ecosystem GTM, Token Launch Strategy, Partnership Development, Early Adopter Engagement, Cross-functional Sales

AI & Agentic Commerce: LLMs, AI Agents, Anthropic API, Claude Code, Multi-agent Orchestration, Agentic Workflow Design, Telegram Bot API

Payments & Fintech: Payments API Architecture (PIX/Solana), DeFi Yield Design, Usage-based Billing Concepts, MiCA Compliance, Tokenomics

Technical: Python, TypeScript, JavaScript, Solana/Web3, DefiLlama API, Google Sheets (advanced) | Languages: EN / PT / ES

EXPERIENCE

Independent Builder *Oct 2025 – Present*

- Founding a Solana-native DeFi savings circle (ROSCA) for Latin America — WhatsApp-native UX, PIX payments integration via Mercado Pago, and on-chain yield layer; architecture directly parallels spend/hold/receive agent wallet patterns Stripe targets in agentic commerce.
- Built multi-agent Python simulator (dyorx-sim) modeling 100+ participants across personality archetypes to validate yield mechanics and retention thesis; demoable in interview.
- Shipped 8+ open-source crypto analytics tools using Claude Code and Anthropic API as primary dev environment — including a Claude Haiku-powered Telegram job-scoring bot running in production on Railway.
- Authored GTM playbook targeting circle organizers via WhatsApp, Instagram, and workplace outreach; led pre-launch audience-building and content strategy.

Sunrise / Interliquid Networks *Strategy & Partnerships Lead Nov 2023 – Sep 2025*

- Led end-to-end GTM strategy for \$RISE token: tokenomics design, emission schedule, vesting, and allocation; co-authored MiCA-compliant whitepaper with legal counsel.
- Secured strategic partnerships with Binance Labs, Coinlist, Kaito, Noble USDN, Legion, Turtle Club, and Clique; onboarded 30+ validators across the network.
- Raised \$3M across pre-TGE and post-TGE rounds; engaged 50+ exchanges and 15+ market makers through the token launch cycle.
- Evangelized the protocol across EBCs, ecosystem sessions, and community forums; developed content strategy across \$RISE, HaruFlyer, and USDrise workstreams.

Pyme DAO *Business Development Lead Apr 2023 – Nov 2023*

- Grew platform to 40K+ MAU and 400K+ wallets connected at peak; drove 4M+ impressions through BD-led distribution and community partnerships.
- Listed token on Gate.io; secured pre-seed from 500 Eurasia and Polygon Studios Grant through targeted investor and ecosystem outreach.
- Engaged 50+ exchanges, 15+ market makers, and grant programs across Eurasia and Southeast Asia, building the early adopter partner base from scratch.

Blockchain.com *CS & Operations Lead Aug 2021 – Apr 2023*

- Advanced from CS Associate to team lead (team of 10); exceeded CS KPIs every month — 90% CSAT, 2-day avg resolution time across a high-volume crypto support environment.
- Collaborated with Compliance and Finance to develop internal SOPs; built cross-functional process improvements that reduced escalation rates.

Arrow Electronics *Microsoft BD Nov 2019 – Jul 2021*

- Closed six-figure enterprise deals in Microsoft SaaS and Azure for the Portuguese market; managed \$4M total pipeline across 50 deal engagements.
- Built C-level relationships with enterprise accounts, developing and executing strategic sales plans across the Microsoft product stack.

Microsoft *Education Technology Advisor Dec 2018 – Nov 2019*

- Delivered Microsoft Education solution workshops to enterprise accounts; implemented business solutions across Portuguese education sector clients.

BUILDER PORTFOLIO

DYORX — DeFi-powered savings circles for LatAm | Solana, Python, PIX/Mercado Pago | dyorx.com — WhatsApp-native UX, on-chain yield layer

Telegram Job Bot — Scrapes crypto/fintech job boards; scores postings vs. CV using Claude Haiku API | Python, Railway | Running in production

Hyperliquid BTC Agent — BTC perpetual futures trading agent for Virtuals Protocol DegenClaw competition | Python, QuantAgent

Meta FGI / TGE Calculator / Stablecoin Heatmap — Live market analytics suite | Python, JS, DefiLlama API | fgichad.xyz + GitHub

EDUCATION

MSc Corporate Sciences / Management — Lisbon School of Economics and Management *2019*

BSc Environmental Engineering — Instituto Superior de Agronomia / Politechnika Opolska (Erasmus) *2017*