

Kashan Siddiqui



HEAD OF PRODUCT & PARTNERSHIPS

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8+ years

Web3 product, partnerships & growth

~10x stake growth

Rakurai's Solana validator network

\$1.8M revenue

annual revenue generated at Xord

150+ team

scaled at Xord, from a 20-person org

Results-driven Head of Product, Partnerships, and Business Growth with **8+ years in Web3**. Most recently, led Ecosystem and Business Growth at **Rakurai**, one of **Solana's fastest-growing validator clients**. **Expanded the validator network to 30+ nodes, including institutional nodes like Figment, P2P, Blockdaemon, Anagram, Mavan, and Everstake**, helping grow Rakurai's **network stake from ~1% to nearly 10%** of the Solana stake.

Previously **scaled Xord's R&D team from a 20-person team to 150+**, executing 20+ projects and **generating \$1.8M in revenue**. Transitioned into product-focused business development, leading Spock Search, an LLM-powered Web3 search engine with 80%+ on-chain query success, and later led product and partnerships at A51 Finance, driving a **170%+ increase in TVL** through the Uniswap V4 migration to Starknet.

CORE SKILLS

Technical GTM
Strategy

Product Management
& Ideation

Data-Driven
Decision Making

Planning & Strategy
Execution

Technical Content
Writing

PROFESSIONAL EXPERIENCE

Head of Ecosystem & Business Growth | Rakurai | Remote / full-time | Nov 2025 - Present

A high-performance Solana validator client focused on improving transaction scheduling, validator rewards, and network efficiency.

- Designed the **go-to-market (GTM) strategy** for validator adoption, including **tokenomics design** for the validator referral program, external growth initiatives, and internal tooling to improve onboarding, support, and engagement across the validator network.
- Took Rakurai from **~1% to nearly 10%** of the **total Solana network stake**, a key growth KPI that made it one of the fastest-growing, metrics-driven validator clients in the ecosystem.
- Expanded the validator network to **30+ nodes**, onboarding institutional validators including **Figment, P2P, Blockdaemon, Anagram, Mavan, Everstake**, and others.
- Led partnerships for LST token raiSOL**, negotiating integrations including ApeBond, YoSOL, and others.

Head of Product & Partnerships | A51 Finance | Remote / full-time | Jul 2023 - Nov 2025

A DeFi automated market maker (AMM) built for LPs, leveraging Uniswap V4 (EVM) hooks and Ekubo (Starknet) extensions to give liquidity providers greater control over their positions.

- Led the smart contract team through **migrating the entire codebase from Solidity to Cairo** for Starknet.
- Built strategic partnerships with **Uniswap, Ekubo, and ERC-4626** protocols to enable rehypothecation features.
- Designed the **GTM strategy** for a successful protocol launch on Unichain.
- Conducted competitive research to analyze market trends and identify key features for A51's AMM model.

Head of Product / Researcher | Spock Search | Remote / full-time | Mar 2023 - Aug 2023

AI-powered search engine that fetches on-chain data using natural language, with advanced indexing and graph-based visualizations for exploring blockchain activity.

- Achieved an **80%+ on-chain data query success rate**, improving search precision through advanced LLM integration.
- Launched graph-based visualizations as a data-driven decision-making tool, enabling intuitive tracking of liquidity trends and blockchain data insights.

Head of Solutions | Xord | On-site / full-time | 2019 - 2024

Started as a Full-Stack Blockchain Developer and progressed to leading the services department over five years.

- Scaled Xord's R&D team from **20 to 150+ developers**, contributing to open-source work on Ethereum 2.0 and generating **\$1.8M in annual revenue**.
- Oversaw delivery of **20+ blockchain projects**, automating the overall project management flow.
- Managed major client launches and resolved technical roadblocks alongside the CTO, coordinating cross-functional stakeholders across engineering and clients.
- Worked closely with the sales team to maintain a steady pipeline of high-value projects.

EDUCATION & ADDITIONAL

Bachelors in Software Engineering

2018

Additional

Trekker | Gamer | Traveller | Science & space geek | Pet lover