ANIKET RAIKAR

Partnerships & Ecosystem Growth • Web3 Infrastructure, Privacy & Developer Relations

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3+ Yrs WEB3 & TECH	**7+** CHAIN ECOSYSTEMS	**50+** EVENTS & WORKSHOPS	**3,000+** COMMUNITY BUILDERS

Web3 Partnerships, Ecosystem & BD Operator with a technical foundation in smart contracts, cryptography, and protocol integration. Proven track record driving adoption across L1/L2 chains, DeFi, and emerging privacy primitives. Adept at identifying high-fit partners, mapping integration pain points, and positioning API/SDK solutions around security, user privacy, and scaling. **Actively seeking full-time Partnerships or Ecosystem Growth roles**, bringing a built-in network of 3,000+ developers and multi-chain relationships from Day 1.

CORE COMPETENCIES & TECHNICAL STACK

Partnership Pipelines • Cryptographic Primitives • GTM Strategy

Partnerships & BD:	Partner Pipeline Generation, Protocol Integrations, Outbound GTM, VC & Ecosystem Research, Grant Support, Stakeholder Relations
DevRel & Ecosystems:	Arbitrum, Sui, Stellar, Aptos, Hyperliquid, Solana, Polkadot, Oraichain, Push Protocol, CoinDCX Ecosystem
Technical & Privacy:	Cryptography, Solidity, Move, Smart Contracts, REST APIs, Postman, AI-Assisted BD Automation (Claude, Cursor, Perplexity, ChatGPT)
Community Ops:	Hackathon & Conference Execution (ETHMumbai, Web3 Mumbai), Technical Workshops (200+ Attendees)

CORE BUSINESS DEVELOPMENT & PRODUCT EXPERIENCE

Full-Time / Startup Sprints

Business Development Associate — **PlugPort** — **Feb 2026 – Present | Remote**

- Identify, qualify, and structure outbound partnership pipelines for strategic protocol integrations and early adopters across Web3 infrastructure.
- Support founder-led fundraising and partnership expansion through targeted VC mapping, thesis research, and warm introductions.

Co-Founder – Growth & Partnerships — **Tychee Labs** — **Jan 2026 – Present | Remote**

- Spearheaded strategic ecosystem growth campaigns, partner positioning, and community acquisition alongside the founding team.

Web3 Developer & Ecosystem Research — **Brinc × Sandbox India (BharatBox)** — **Jul 2024 – Sep 2025 | Mumbai, India**

- Researched L1/L2 chain ecosystems, authored technical product documentation, and secured ecosystem grant opportunities.
- Contributed to smart contract development and onchain architecture (including hidden-state gaming concepts).

ECOSYSTEM CONTRIBUTIONS & COMMUNITY LEADERSHIP

Active Multi-Chain & Event Networks

Founding Team & Community Lead — **Web3 Mumbai** & **ETHMumbai** — **Oct 2024 – Present**

- Scaled one of India's premier builder networks (3,000+ members, 50+ events) and coordinated conference operations for ETHMumbai.

Ecosystem Ambassador & Workshop Lead — **Arbitrum, Sui & Stellar** — **Dec 2024 – Present**

- **Arbitrum (Feb 2025+) & Sui (Mar 2025+):** Hosting technical developer workshops and connecting local builders with ecosystem tooling.
- **Stellar (Dec 2024 – Jan 2026):** Drove regional developer onboarding and Soroban smart contract ecosystem awareness.

EARLIER DEVREL & CREATOR ROLES

- **CoinDCX Maxis Creator** (Aug–Dec 2024): Educational content & market awareness.
- **Oraichain Labs Developer Advocate** (May–Oct 2024): AI-blockchain tooling.
- **Push Protocol Dev Ambassador** (Jun–Oct 2024): Comm infrastructure.
- **VIA Digital MERN Intern** (Dec 2023–Feb 2024): Full-stack dev.

EDUCATION

- **B.Sc. Computer Science** — University of Mumbai (Annasaheb Vartak College), 2019–2022
- **Web3 Cohorts:** Cyfrin Updraft, Encode Club, Rise In, Solana Learner