

Eugene Surkov

Account Manager · Web3 & Client Operations

Lisbon, Portugal (EU) · UTC+0/+1 · EU Residence Permit



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Open to hire · Full-time / Contract

APPLICATION · HOODIES

APPLYING FOR **Technical Account Manager · Hoodies**

Hi Ira and the Hoodies team,

I've spent 10 years as a founder shielding a team from operational chaos — building processes that run without me, handling clients so developers could focus. I'm async-first by nature: I document, structure, and write clearly rather than schedule calls. In Web3 since 2017, I understand what your dev team builds and can translate it credibly in presales. Collaborative by default — I build on the team's domain expertise rather than working around it.

SHIELDS TEAM FROM CHAOS

10 years as founder absorbing client pressure — built processes so the team stays focused, not firefighting

ASYNC-FIRST COMMUNICATOR

Prefers written clarity over calls — structured briefs, updates, and docs that clients actually read

WEB3 DEPTH

DeFi since 2017 — perp futures, on-chain mechanics, funding arb. Zero ramp-up with crypto-native clients

TECHNICAL PRESALES

Translates technical complexity into client language — and brings client context back to the dev team without losing either side

COMFORTABLE WITH THE UNKNOWN

Launched a high-tech business in a niche that didn't exist in Portugal — foreign market, foreign language, zero local network. Built it anyway.

AI-NATIVE

I direct LLMs to ship production systems — architecture, prompting, debugging, iteration. No traditional coding background. Full ownership of results.

ABOUT

- 01 **Web3 depth** — DeFi since 2017: perp futures, funding arb, on-chain mechanics, NFTs, airdrops. Rare depth for an Account Manager; means zero ramp-up time with crypto-native clients.
- 02 **Builder mindset** — built a BMW/Mercedes service business from a 400 m² workshop to a 1,000 m² operation with 20+ staff; then launched a first-of-its-kind AI photo studio in Lisbon from zero. Also ships technical systems: live trading bots, multi-agent research pipelines. Takes projects from idea to running — in any domain.
- 03 **Async-first** — 10 years running distributed teams across time zones. Comfortable with international clients, remote workflows, and English-only environments.
- 04 **Market intuition** — built working hypotheses about target audiences with limited data: identified right client segments for automotive business, then validated a new niche in Lisbon's photo market. Structured observation, hypothesis, iteration. Both bets paid off.
- 05 **Operates in unfamiliar territory** — launched a high-tech photo studio in a niche that didn't exist in Portugal, on a market I didn't know, in a language I was still learning. Found the audience, built B2B and B2C relationships, made it stick.

KEY PROJECTS

Premium Automotive Service Center

Co-Founder · CEO · 10 yrs · Team 20+ · B2B & B2C

- Built from 400 m² workshop to 1,000 m² operation; scaled to 20+ staff and €30M (~\$400K) annual revenue
- Managed B2B (corporate fleets) and B2C (private clients) — led all client acquisition, retention, and conflict resolution personally
- Negotiated supplier contracts with BMW/Mercedes distributors: pricing, credit terms, priority access
- Built SOPs and service standards that outlived the exit — business continues under new ownership as of 2026

Snap It Space

Co-Founder · CEO · Product Development

- 500+ clients served, 50–60 sessions/month — first AI-powered self-portrait studio in Portugal
- Built B2B pipeline from scratch: clothing brands (lookbooks), professionals (LinkedIn headshots), corporate clients
- Managed full client lifecycle: acquisition, onboarding, automated delivery, retention
- End-to-end automation: payment → capture → AI retouching → cloud upload → personalized link → GDPR deletion
- Zero-headcount operations — no staff required for daily delivery

Live Production Trading Bots

Python · Binance Futures · asyncio · WebSocket · HMM · SQLite

- Two bots on live capital since March 2026: FVG detection, trade imbalance signals, HMM regime classification
- WebSocket with reconnect fallback, structlog, Supervisor, SQLite persistence

Multi-Agent Research System

Claude Code · Cursor IDE · Python · 8-agent orchestration

- 8 specialized agents through an 8-phase strategy discovery pipeline
- Autonomous loop: hypothesis → codegen → backtest → critique → iteration

SKILLS & COMPETENCIES

CORE COMPETENCIES

CLIENT & OPERATIONS

Client lifecycle management, B2B account management, proposal writing, KPI reporting, async documentation, process design, stakeholder communication, onboarding

WEB3 & DEFI

L1/L2 infrastructure, perpetual DEXs, market microstructure, funding rates, order flow, arbitrage mechanics (Hyperliquid, Binance, Bybit)

AI TOOLING & ORCHESTRATION

LLM orchestration, agentic workflows, Claude API, Cursor (agent mode), advanced prompting, multi-agent system design

BUSINESS DEVELOPMENT

Market gap analysis, product/market fit, OpEx optimisation, zero-headcount operations, B2B stakeholder management

MARKET INTUITION

Built working hypotheses about target audiences with limited data — no agency budgets. Identified right segments for 10-year automotive business; validated new niche in Portugal's conservative photo market. Structured observation, hypothesis, iteration. Both paid off.

ZERO-TO-ONE IN NEW MARKETS

Launched a high-tech business in a niche that didn't exist in Portugal — unknown market, foreign language, zero local network. Found the audience, built B2B and B2C client relationships from scratch, established a stable operation.

TECHNICAL TOOLS

LANGUAGES

Python (primary) · JavaScript · HTML/CSS

INFRASTRUCTURE

AWS Lightsail, Hetzner, Ubuntu, SSH, Supervisor, Git/GitHub, CloudFlare

WEB & AUTOMATION

Flask, Framer, Webflow, batch processing, email automation, AI retouching pipelines

TRADING BACKGROUND

Binance/Bybit APIs, asyncio, WebSocket, Pine Script, TA-Lib, HMM — context for technical presales in crypto/DeFi projects

LANGUAGES SPOKEN

English (fluent) · Russian (native) · Portuguese (elementary)

CAREER TIMELINE

'24–now Co-Founder & Operator · Snap It Space

BUSINESS

Snap It Space · Client Operations

Dec 2024 – now

500+ clients served, 50–60 sessions/month. Built B2B pipeline: clothing brands/lookbooks, LinkedIn headshots for professionals. Full client lifecycle — acquisition, onboarding, automated delivery, retention. Zero-headcount ops via end-to-end automation.

- 500+ clients
- B2B pipeline
- Client lifecycle
- LX Factory

TECH

Multi-Agent Research System

2025 → ongoing

8 specialized agents in an 8-phase strategy discovery pipeline. Autonomous loop: hypothesis → codegen → backtest → critique → iteration.

- 8 agents
- Claude Code
- Cursor
- Ongoing

TRADING

Live Bots x2

March 2026

Two production bots live on Binance Futures: FVG detection + trade imbalance signals (bot 1), HMM market regime classification (bot 2). Real capital, active iteration.

- Live capital
- FVG
- HMM
- Binance Futures

'23–'25 AI Systems Builder · Freelance

BUSINESS

Auto Service Exit & Relocation

2022 – 2023

Relocated to Lisbon, Portugal in 2022 — ahead of the exit. Sold ownership stake in the auto service center to partner in 2023 after 10 years of building. The business continues to thrive under new ownership as of 2026, validating the operational systems built.

- Auto Service Exited
- Lisbon 2022
- EU Resident

TRADING

Going Algorithmic

April 2023

Full pivot: manual trading → systematic. Hundreds of Pine Script strategies. Rigorous backtesting in search of statistical edge.

- Pine Script
- Backtesting
- Strategy research

TRADING

Python Transition

2024

Moved from Pine Script to Python for production-grade infrastructure. asyncio, WebSocket, exchange APIs — real systems rather than backtesting scripts.

- Python
- asyncio
- Binance API
- Bybit API

TECH

Funding Rate Arb

2024

First systematic project: automated harvesting across 100+ perpetual pairs with dynamic stop-loss. Validated the concept. Identified sub-ms latency as key retail-scale constraint.

- 100+ pairs
- asyncio
- Validated

TECH

Cross-Exchange Arb

2024

Binance/Bybit arbitrage bot. Validated that price discrepancies exist. Sub-ms latency identified as the key retail-scale constraint — geo-positioned servers the path to closing the gap.

- Binance
- Bybit
- Arbitrage

BUSINESS

Snap It Space

December 2024

Co-founded AI-powered self-portrait studio at LX Factory, Lisbon — first of its kind in Portugal. Built entire stack with AI-assisted development: capture, retouching, delivery.

- LX Factory
- Lisbon
- AI-powered
- Zero staff

'17-'23 DeFi Trader · Self-directed

TRADING

External Capital Management

2017 – 2019

Managed \$20K from external investors. Returned principal after 80% gains — chose to focus on own capital and proprietary system development.

\$20K AUM 80% returns Discretionary

TRADING

Manual Trading

2017 – 2023

Deep into perpetual futures, funding rates, order flow, market microstructure. 6 years building crypto intuition. Beyond trading: ICO participation, NFTs, early-bird activities, whitelists, airdrops — full immersion in the crypto ecosystem.

Perp futures Order flow NFTs Airdrops 6 years

BUSINESS

Automotive Peak

2017 – 2023

Scaled to 20+ employees, ₺30M (~\$400K) annual revenue. Relocated to 1,000 m² facility (2.5×). Full P&L ownership. Built SOPs that outlived the exit — business continues under new ownership as of 2026.

20+ staff ₺30M/yr P&L owner SOPs built

'13-'17 Founder & CEO · Automotive

BUSINESS

Automotive Co-Founder & Client Lead

2013 – 2023

BMW/Mercedes specialty service center — one of two client-facing partners for 10 years. Managed B2B (corporate fleets) and B2C (private clients). Led all client acquisition, retention, and conflict resolution personally. Negotiated supplier contracts: pricing, credit terms, priority access. Built SOPs that outlived the exit.

B2B fleets B2C retention Supplier negotiations BMW/Mercedes 10 yrs

TRADING

Crypto Discovery

2017

First exposure to crypto markets: ICO participation, GPU mining. The asset class that would define the next decade.

ICOs GPU Mining 2017

'08-'13 Engineer · Oil & Gas

BUSINESS

Certification Engineer · Oil & Gas

2008 – 2011

Conducted on-site compliance audits at production facilities and drilling sites. Evaluated technical and project documentation against regulatory standards (SNIP, TU). Issued certification decisions with final authority.

Compliance audits SNIP/TU Russia

BUSINESS

Technical Consultant · Swagelok

2011 – 2013

Engineering Department. Provided technical consultation for complex fluid system designs, component selection, and engineering problem-solving for industrial oil & gas clients.

SwageLok Fluid systems Engineering

EDUCATION

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- 2018** **Bar-by-Bar Analysis & VSA — Private course**
Volume Spread Analysis, tape reading, price action interpretation.
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- 2017–now** **Self-directed: algorithmic trading, quant finance, crypto markets**
Advanced AI-assisted development with Claude Code, Cursor IDE, and modern LLM workflows.
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- 2012** **IELTS — June 2012**
English study from age 5: kindergarten through higher education, private tutoring, and exam prep.
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- 2010** **Investment Fundamentals — Finam, Moscow**
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- 2008** **Bachelor of Engineering, Oil & Gas Systems**
Gubkin Russian State University of Oil & Gas, Moscow · Design, Construction & Operation of Oil Product Supply & Storage Systems