

DMITRY KVASNIKOV

Senior Technical Product Manager | Connected Hardware (IoT) & AI Products | Hardware + Firmware + App + Cloud

Barcelona, Spain | Remote (EU) | +34 643 124 675 | dkvasnikov@gmail.com | linkedin.com/in/dkvasnikov | dkvasnikov.com

PROFESSIONAL SUMMARY

Six years taking operational problems from an unclear brief to something running in production, and staying responsible for how it performs afterwards. At Okra Solar I owned the Beacon gateway, the device that connects a village's meters to the cloud: I took it from a prototype of two boxes joined by a cable to serial production, then added the telemetry that let us diagnose a unit remotely and removed a watchdog when the failure data said it would reboot healthy devices. At EKF I turned a sceptical electrical sales force into people who could sell an unfamiliar technology, by putting a device in every one of their homes before asking them to sell one, and I integrated the product with three voice assistants through their partner APIs. I use AI tooling every day and ship working software with it. The finding I open every AI scoping conversation with came from a computer-vision competition I ran: the hard part was never the model, it was getting the customer's tacit process out of the people who hold it. English is my working language, IELTS 8. Based in Barcelona with a Spanish Digital Nomad permit, set up for fully remote work with non-Spanish companies.

PROFESSIONAL EXPERIENCE

BOOST | Remote

Jul 2026 - present

AI-coding intensive for product managers run by Ivan Zamesin. Week-long cohorts, ~120 participants each.

Mentor (part-time)

- Help participants ship working software with AI agents: guide groups of mostly non-technical builders from requirements to deployed MVPs built with Claude, coaching scoping, prompting and iteration across a one-week build cycle.

Okra Solar | Portugal (fully remote)

Sep 2024 - Apr 2026

Mesh-grid technology for off-grid solar. Connected metering and storage for households in Nigeria and Haiti, feeding the OkraNet cloud platform. Engineering team across Portugal, China, Australia, Nigeria and Malaysia.

Senior Technical Product Manager, IoT Hardware, Connectivity & Batteries

- Product manager for the Beacon Wi-SUN gateway and the battery line (BMS, current-sensing), owning strategy and delivery from discovery through mass production, working directly with firmware and hardware engineers.
- Redesigned the Beacon gateway from three off-the-shelf components (USD 300/unit) into a single custom PCB (USD 233/unit), shipping 151 production units in 16 months while holding priorities steady across 4 engineering team transitions.
- Selected the NanoPi + Silicon Labs EFR32FG28 architecture, sourced components, and ran DFM iterations through launch with a Chinese contract manufacturer.
- Coordinated four concurrent external partners across Europe and Asia (antenna design, outdoor enclosure, BMS CANBUS integration, battery supplier qualification), running weekly cross-functional reviews through DFM and production launch.
- Eliminated the external current meter by moving sensing into the battery BMS over CANBUS: the new BMS added USD 12 to 15 per battery and removed a USD 10.6 device, a net USD 1 to 4, while cutting an installation step and closing a tamper hole.
- Engaged K&K Prime (Germany) as antenna design partner within 30 days from first LinkedIn outreach to signed agreement, delivering tamper-proof internal antennas across 2 products.

EKF Global | Russia

Oct 2020 - Nov 2024

Manufacturer of electrical and e-mobility equipment; smart home division.

Product Manager, Mobile App & Connected Device Experience, Oct 2022 – Nov 2024

- Directed an external team of designers, analysts, developers, and QA on all product and UX decisions for the EKF smart home mobile app (20K+ MAU), owning customer-facing quality end to end.
- Designed and ran the EKF AI Challenge, an external AI hackathon on a ~13K USD budget: 440 registered developers, 210 teams, 23 computer-vision solutions for automated quote generation from electrical schematics. Wrote the problem briefs and the evaluation criteria judges scored against; two winning teams entered follow-up contracting.
- Shipped integrations with 3 voice platforms (Yandex Alice, Sber Salut, VK Marusya), Telegram, and Yandex Weather/Maps on top of Tuya's API and miniSDK.
- Oversaw development of a Zigbee gateway prototype and contributed to UI/UX decisions for the EKF Cloud SCADA industrial monitoring product.

Product Manager, Smart Home Hardware, Oct 2020 – Oct 2022

- Scaled EKF's smart home category from a handful of first products at handover to EUR 100K+ in monthly revenue within 18 months as the category's product manager, reaching 120K+ end users across the SKU portfolio.
- Launched 41 hardware SKUs on Tuya's IoT platform, managing supplier relationships, specifications, and manufacturing coordination from China.
- Owned pricing, margin, and lifecycle decisions across the 41-SKU catalog, including supplier negotiations, cost-down reviews, and portfolio-level mix decisions across marketplaces and distributor channels.
- Secured EKF as 1 of 4 launch partners in Sber's smart home platform announcement (alongside Philips Hue, Aqara and ELARI), moving in 3 months while 20+ competitors with identical capability did not, at zero engineering cost.
- Created a "Smart Home Champions" internal adoption program (product samples, dedicated support channel, regional visits and training materials), converting a traditional electrical sales organization into smart home sellers.

Yandex | Russia

May 2019 - Jul 2020

Russia's largest technology company: search, ride-hailing, cloud, and the Alice voice assistant.

Business Development Manager, Smart Speakers

- Generated EUR 400K+ in additional revenue and unlocked strategic PR by creating new B2B2C sales channels for Yandex smart speakers.
- Launched the first "smart apartment" offering in Russia through a partnership with the country's largest real estate developer.
- Validated two new enterprise partnership categories (real estate, telecom) through pilot launches; the real estate channel was later scaled by a dedicated department.

SELECTED AI WORK

- **Pebble Cryonics Monitor:** an open-source, self-hostable 24/7 life-signs monitor for a watch platform that alerts relatives and a standby team, including on a possible cardiac arrest. Three components in three languages (C watchapp, Kotlin Android companion, Python FastAPI backend in Docker), all validated on hardware, with Claude Code and Codex writing most of the code to my specification (github.com/Dreamkeeper/pebble-cryonics-monitor).
- **Self-hosted stack:** open-weight models run locally (Ollama, LM Studio, Whisper, GigaAM in daily use), Claude Code skills served as Telegram bots on a VPS, autonomous agents on a NAS (job sourcing agent, Hermes agent on Codex), connected across three machines by a file-based queue.
- **Job Pipeline Tracker:** original build, a local-first job application tracker (data stays in the browser via IndexedDB, no backend), live at jt.dkvasnikov.ru.
- **Open-source contributions (forks):** career-ops (ATS scanner providers for Personio and Teamtailor, location-filter engine fixes), YaForecasWatch2 (Pebble watchface, added weather providers), Win-CodexBar modifications.
- **dkvasnikov.com:** static site plus a small self-hosted AI assistant grounded in a public fact sheet, rate-limited, no trackers.

SKILLS

Product: Product strategy, 0-to-market launches, roadmap prioritization, pricing, margin & lifecycle ownership, customer discovery and validation, PRDs & user stories, product metrics, stakeholder management, cross-functional delivery, go-to-market

AI & LLM: Claude Code, Codex, agent tooling via MCP, agent pipelines on self-hosted infrastructure (VPS + NAS); open-weight models deployed locally (Ollama, LM Studio, Whisper, GigaAM); AI prototyping (v0, Lovable) to validate assumptions before engineering; designing evaluation criteria for AI-generated output

Hardware & IoT: Connected devices, IoT product lifecycle, embedded systems, BMS, CANBUS, BOM optimization, DFM, contract manufacturing, supplier & factory management

Software & platforms: Mobile apps (iOS + Android), App Store & Google Play releases, Tuya API & miniSDK, voice assistant integrations, cloud platforms, MQTT and device telemetry, Grafana, Python and FastAPI, Docker

Connectivity: BLE, Wi-Fi, Wi-SUN, Zigbee, 4G/LTE, mesh networking, OTA firmware updates

Tools: Figma, Miro, Confluence, Jira, Notion, Airtable, Slack, PowerPoint, Google Slides

Languages: English (IELTS 8, working language for five years), Russian (native)

AWARDS & CERTIFICATIONS

- Prod UP Awards 2026: 3rd place, "Against the Current" category, for the Beacon IoT gateway redesign case at Okra Solar (Apr 2026).
- Data-Driven Product Management Simulator. GoPractice, Inc.
- Generative AI for Product Managers Mini Simulator. GoPractice, Inc. (Sep 2024).
- The Nature of a Product (JTBD framework). Ivan Zamesin (Sep 2024).

EDUCATION

University degree in Physics (5-year Specialist diploma) | Ivanovo State University, Russia

2007