

MIKE MASSARI

ENGINEERING LEADER

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A results-driven engineering leader with demonstrated success in the scoping, architecture, and development of large-scale distributed systems across multiple industries. An adaptable leader with an ability to work independently as well as part of a team, communicate effectively with CxOs and stakeholders, identify and inspire new talents and help them achieve their goals while aligning them with the business objectives.

WORK EXPERIENCE

DIRECTOR OF INTEGRATIONS & PLATFORM

2022 - PRESENT

Chainlink Labs - Remote

- Led an organization of 75+ between managers and individual contributors across multiple functions and seniorities.
- Grew the Integrations and Platform teams from 34 to 73 in 1.5 years, with an additional 28 hires scheduled for 2024.
- Successfully scaled Chainlink's Blockchain Integrations by 400% across the full range of products, showcasing significant growth and scalability and strengthening Chainlink's market presence.
- Led the integrations of the Chainlink platform with zkSync, Scroll, Polygon, Metis, Base, Arbitrum, Optimism, Avalanche, Solana and several other high-profile EVM and non-EVM blockchains
- Achieved a 200% reduction in integration time compared to August 2022, by significantly enhancing tooling, automation, and operational efficiency.
- Enhanced the automation in checking chain compatibility with Chainlink products and integrating with a new blockchains, streamlining the integration process.
- Established an ad-hoc integration arm to support the go-to-market expansion strategy, generating millions in Annual Recurring Revenue (ARR).
- Assumed product leader responsibilities following the departure of the VP of Product - Platform & Integrations, overseeing both product and engineering strategy for the Integrations and Platform organizations.
- Executive Collaboration: Engaging weekly with the CEO, CPO, CBO, and executive leadership to align organizational strategy with business objectives, set and report on KPIs and plan for long-term success.
- Ideated, architected and developed the new Chainlink Platform, allowing all products to be built and integrated seamlessly with each other and the whole Chainlink blockchain ecosystem.
- Implemented best practices for cross-functional collaboration across the company, resulting in streamlined communication and alignment between engineering, product, and go-to-market teams.
- Collaborated with external auditors and researchers to conduct comprehensive security audits Chainlink's smart contracts and infrastructure, ensuring the integrity and security of the platform and protecting user funds and data.
- Led the development and deployment of Chainlink Functions, a revolutionary product that enabling developers to execute arbitrary off-chain computation within decentralized oracle networks.
- Enabled scalable deployment of Chainlink's Cross-Chain Interoperability Protocol (CCIP) across 15+ blockchain networks, optimizing compatibility and performance and leading the product's integration expansion.

WORK EXPERIENCE *(continued)*

HEAD OF CUSTOMER ENGINEERING

2019 - 2022

Tray.io - London, UK / Remote

- Sustainably scaled a team of 10 engineers into a cross-functional department of 7 teams and 38+ Managers and ICs between Engineering, QA, Project management and Business Analysis.
- Increased and sustained the revenue of Tray's Connectivity by a factor of 5 in only 12 months, reducing operational cost and introducing a new service offering and pricing model.
- Doubled the productivity per capita of the team in just one quarter (Q1 2020), by creating processes aimed at increasing output and efficiency,
- Expertly and timely acted as the executive stakeholder in several cross-department, business-critical projects, bringing the team to complete all tasks on time and with the highest standard of quality, despite the huge time pressure and strict deadlines.
- Pioneered a new hiring process through BPO/Staff Augmentation Company, understanding challenges and risks, assessing companies from a cultural, financial and technical standpoint, and liaising with several senior internal and external stakeholders on a regular basis.

TECHNICAL DIRECTOR / CTO

2016 - 2019

Matter Technology - London, UK

TECHNICAL DIRECTOR

2014 - 2015

Sparkloop - London, UK

CTO

2012 - 2014

Twentyfourseven - Milan, Italy

LEAD SOFTWARE ENGINEER

2011 - 2012

Bizual - London, UK

FOUNDER

2008 - 2014

Keydes - Milan, Italy

SOFTWARE ENGINEER

2006 - 2010

Soda Studio - Milan, Italy

EDUCATION & CERTIFICATIONS

EXECUTIVE PRESENCE AND INFLUENCE: PERSUASIVE LEADERSHIP

Wharton University - Philadelphia, PA

BUSINESS PRACTITIONER CERTIFICATE

Italian PNL Academy - Milan, Italy

Set of courses covering public speaking, coaching, presentation skills, leadership and management techniques.

FUTUS TRAINING

Futus Corporation - Milan, Italy

BACHELOR DEGREE IN GRAPHIC DESIGN, COMMUNICATION & MANAGEMENT

IED, European Institute of Design - Milan, Italy

Interdisciplinary degree with an integrated curriculum from the departments of computer science, marketing & management.