

Sam Ratnakar

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Strategy, BD, and partnerships operator with 5+ years in DeFi. Closed every service-provider and liquidity deal for a perpetuals exchange backed by Framework Ventures, won one of the largest grants the Aptos Foundation gave a native DeFi protocol, and took two protocols through their full lifecycle to clean wind-downs that returned all user funds safely.

EXPERIENCE

MoarMarket

May 2024 to Apr 2026

Co-founder & Product Lead · Leveraged programmable liquidity

- Won **one of the largest grants the Aptos Foundation gave a native DeFi protocol**, plus **\$1.5M in liquidity** to bootstrap pools.
- Co-architected the protocol and established **leveraged concentrated liquidity as a primitive on Aptos**, growing it to **20% of the chain's stable concentrated liquidity**; developed the ecosystem relationships (Hyperion, Panora, Tapp, Kofi) that positioned Moar as the leverage layer complementing other Aptos protocols.
- Scaled **\$0 → \$7.5M TVL** and **350 active positions**; designed **three revenue streams** across lending, leverage, and strategies.
- Drove the roadmap purely from on-chain data and direct power-user relationships, shipping **15+ features** (auto-rebalancing & compounding, dual collateral, LP analytics, SDK) that each improved measured user outcomes.
- Co-founded and led the **3-engineer team that regrouped from Hubble** across the full lifecycle, **18 months on mainnet with zero exploits**, then wound it down cleanly and **returned every dollar of user funds safely**.

Hubble Exchange

Sep 2021 to Apr 2024

Head of Marketing & Ops · Perpetuals DEX · Avalanche

- As the **fifth team member**, sourced and closed **every service-provider deal** the exchange needed: market makers, validators, oracle, omnichain bridge, block explorer, node manager, and auditors.
- Secured the **\$5M in liquidity** required before trading could open: structured the **5x liquidity-partner program** (partners committed liquidity at 5x their investment, forfeiture written into the terms) and onboarded GSR, Finlink, Lemniscap and others; for the V2 launch, a **\$1.5M line-of-credit commitment** from the Avalanche Foundation.
- Built and led a **5-person marketing team** (illustrators, animators, designers), owning brand, content and social; ran launch and growth campaigns including competitor-conquest outreach and a \$50k trading-competition ladder.
- Authored **more than two dozen on-chain governance proposals** that ran company operations (entity formation, treasury and multisig, hiring and payroll, onboarding, audits, wind-down); worked with legal counsel on compliance and agreements.
- Grew the exchange to **\$150M+ trading volume**; backed by **Framework Ventures, GSR, and Lemniscap**, with angels including **Aave founder Stani Kulechov** (\$3.3M).

MintFlint

Feb 2018 to Mar 2020 · at 17

Founder · Social trade-sharing platform

- Founded a social trade-sharing platform (integrated with Binance & Coinbase) at **17**, in my first year of university.
- Raised angel funding from notable investors including **JD Kanani (ex-Polygon CEO)**, and secured a **launch partnership with Polygon**.
- Grew to **hundreds of traders** and **\$6M in tracked assets**.

BEYOND WORK

Flying (earning my private pilot license), cycling, sequencing electronic music, and travel.