

NICOLAS DOMINICI

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BLOCKCHAIN DEVELOPER RELATIONS SPECIALIST

Electronics Engineer with over two years of experience in Developer Relations, specializing in blockchain and decentralized applications. Expertise in fostering developer communities, creating educational resources, and advocating for blockchain solutions. Skilled in bridging technical concepts with community engagement to drive adoption and growth. Currently focused on enhancing the developer ecosystem at Conflux Network, with a strong foundation in Ethereum-compatible technologies and scalable Layer 1 and Layer 2 solutions.

STRENGTHS AND EXPERTISE

Developer Community Building	Strategic Developer Engagement
Blockchain and DeFi Protocols	Problem-Solving and Troubleshooting
Technical Documentation and Tutorials	Cross-functional Collaboration

PROFESSIONAL EXPERIENCE

Conflux Network **Aug 2022 – Present**
Developer Relations Lead

- **Developer Engagement:** Established and maintained strong relationships with developers by addressing technical inquiries and providing support through direct communication, social media channels, and community forums.
- **Community Building:** Led the growth of the Conflux developer community by organizing meetups, hackathons, webinars, and technical workshops.
- **Educational Content Creation:** Developed and maintained comprehensive technical documentation, tutorials, and educational resources, enabling seamless integration for developers within the Conflux ecosystem.
- **Feedback Integration:** Gathered feedback from the developer community and collaborated with the product and engineering teams to align product development with user needs.
- **Advocacy and Promotion:** Acted as a primary advocate for Conflux at industry events, contributing to its visibility within the blockchain space and supporting partnerships with strategic stakeholders.
- **Metrics and Analysis:** Tracked and analyzed engagement metrics to measure the impact of DevRel initiatives, using data to refine community strategies and optimize resources.

Freelancer **Sep 2021 – Aug 2022**
Blockchain Engineer & Business Advisor

- Provided consultancy and technical advisory services to DeFi and blockchain projects, focusing on architecture, business growth strategies, and technical documentation.
- Developed decentralized applications and smart contract architectures for various clients, supporting them in building robust blockchain solutions.

Rockwell Automation
Customer Success Manager

Apr 2021 – Nov 2021

- **Revenue Growth:** Managed and grew annual recurring revenue in the Southern Cone region by developing and nurturing relationships with high-touch strategic customers.
- **Service Contract Management:** Oversaw the adoption, expansion, and renewal of service contracts, ensuring consistent customer satisfaction and long-term retention.
- **Data-Driven Insights:** Provided customers with data-driven insights and analytics to support their decision-making processes and optimize their service utilization.

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Rockwell Automation
Business Development Account Manager

Oct 2019 – Apr 2021

- **New Business Development:** Drove business growth by developing new business opportunities and acquiring new customers across key sectors.
- **Process Implementation:** Led the implementation of business development processes that streamlined customer acquisition and fostered efficiency.
- **Cultural Change Leadership:** Guided the extended team through a cultural transformation, fostering a collaborative and goal-oriented environment.
- **Market Expansion:** Played a critical role in accelerating business growth and expanding market reach through strategic partnerships and targeted initiatives.

Rockwell Automation
Channel & Territory Account Manager

Jun 2015 – Sept 2019

- **Territory Coverage and Performance:** Ensured effective territory coverage and optimized performance by supporting the distributor organization and maintaining strong relationships with system integrators.
- **System Integrator Relationships:** Developed and managed relationships with system integrators, fostering collaboration to enhance service delivery and client satisfaction.
- **Strategic Planning and Execution:** Executed strategic business plans to drive growth and performance within assigned territories, aligning with broader organizational goals.

EDUCATION

Electronics Engineering
Universidad Nacional de La Plata, Argentina | 2014

Global Sales Management Program
Rockwell Automation | 2016

Certified in Advanced English
Cambridge University