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Foundations

TLDR: The Foundations module teaches you how to stop guessing and start operating with clarity. You audit your skills to understand what you can already do, what you can quickly learn, and what you want to grow into; you identify roles that match both your strengths and real market demand; you build a job search engine that consistently surfaces high-signal opportunities; and you set up a tracking system that ensures you never lose momentum. This module transforms your search from random applications into a structured, intentional, opportunity-generating system.

Building the Strategic Backbone of Your Crypto & AI Job Search

Breaking into crypto and AI begins with a level of clarity most job seekers never take the time to develop. These industries move too quickly, evolve too unpredictably, and operate too far outside traditional hiring structures for a generic job search to work. Founders don't hire based on job titles or credentials; they hire based on capability, adaptability, and signal. They want to understand what you can do today, what you can learn quickly, and what direction you're growing toward. The Foundations module exists to give you the

strategic backbone required to operate in this environment. It teaches you how to audit your skills with precision, identify roles that align with your strengths and the market's needs, build a job search engine that continuously surfaces high-signal opportunities, and set up a tracking system that ensures you never lose momentum. When you complete this module, you stop wandering and start moving with intention—toward roles that genuinely fit you and toward teams that will value what you bring.

The first step in this process is conducting a rigorous audit of your skills. A skill audit is not a résumé exercise; it is a deep examination of your capabilities, your potential, and your trajectory. Founders care far less about what you've been called in the past and far more about what you can actually do. The most effective way to understand this is through the three-layer skill audit, which divides your abilities into core skills, adjacent skills, and aspirational skills. Core skills are the abilities you can perform confidently today, the ones that come from past jobs, side projects, hobbies, volunteer work, or school. These are the skills that represent immediate value to a team—your ability to break down complex technical concepts into simple explanations, run user interviews and translate insights into product recommendations, write SQL queries and build dashboards, manage communities and increase engagement, write clear documentation, or build small automations using Python or Zapier. Founders care deeply about core skills because they reduce onboarding time and increase trust; they signal that you can contribute from day one.

Adjacent skills sit just beyond your current capabilities but are close enough that you can learn them quickly. They are the bridge between what you can already do and what the market needs. If you've done data analysis, you can learn LLM evaluation frameworks. If you've managed communities, you can learn crypto community operations. If you've worked in product, you can learn AI agent workflows. If you've been an engineer, you can learn smart contract basics. If you've done marketing, you can learn growth loops for AI tools. Adjacent skills matter because they demonstrate adaptability, which is one of the most important traits in early-stage environments where roles shift, priorities change, and teams need people who can grow with them rather than cling to rigid job descriptions.

Aspirational skills represent the future version of you—the skills you want to develop over the next three to six months. These guide your Proof of Work and portfolio direction. They might include learning how to build simple AI agents using Python, understanding token incentives in DePIN, running growth experiments for early-stage AI tools, conducting LLM evaluations, or building dashboards for crypto protocols. Founders pay attention to aspirational skills because they reveal ambition and direction. They show that you're not just looking for a job; you're building a career. A strong skill audit requires honesty, specificity, and a willingness to articulate your strengths without shrinking. It asks you to

think in terms of problems you can solve, not tasks you can perform, and to identify the areas where you want to grow next. When you complete your audit, you should be able to summarize your leverage in three clear sentences that explain what you're strongest at, what you can learn quickly, and what you're building toward.

Once you understand your skills, the next step is identifying your target roles. Crypto and AI job titles are notoriously chaotic. A "Product Manager" at one company might be a full-stack operator who handles everything from user research to growth experiments to customer support. A "Researcher" might spend more time writing threads than reading papers. A "Community Manager" might be responsible for analytics, partnerships, and growth loops. Without clarity, it's easy to apply to roles that don't fit your strengths—or worse, land in one that burns you out. The Role Alignment Matrix helps you avoid this by aligning your skills, the market's needs, and your Proof of Work potential. You begin by identifying your strongest skills, then mapping them to what the market is actively hiring for. AI startups need people who can turn user feedback into product direction. Crypto teams need people who can run community experiments and analyze on-chain data. Agent companies need people who can test workflows and document edge cases. From there, you identify the types of Proof of Work you can create—product teardowns, user research summaries, dashboards comparing protocols, or bug reports and workflow tests for AI agents. When you combine your skills, market demand, and Proof of Work potential, the right roles become obvious: AI Product Analyst, Crypto Research Analyst, Community Operations, LLM Evaluator, AI Growth Specialist. These are roles where you can show value quickly, compound your strengths, and build a portfolio that aligns with real hiring demand.

With your target roles defined, you can build your job search engine—a system that transforms your search from a reactive, luck-based process into a predictable flow of opportunities. Most job seekers rely on chance. Top performers rely on systems. Your job search engine is built on three components: inputs, filters, and outputs. Inputs are the sources where opportunities originate: job boards like CryptoJobsList or AIJobs.ai, Discord servers like AgentOps or Solana Tech, Telegram groups for DePIN ecosystems, curated X lists of founders and researchers, funding announcements from firms like a16z or Paradigm, and ecosystem updates from Solana, Ethereum, OpenAI, or Anthropic. Filters help you narrow these inputs into opportunities that actually fit you—stage (Seed to Series B), team size (under 50), industry focus (AI agents, DePIN, LLM infrastructure), culture (builder-heavy, async, fast-moving), and tech stack (Python, Rust, LangChain, Solana). When you combine strong inputs with clear filters, your system produces consistent outputs: five to ten high-signal roles per week, three to five warm intros, two to three founder DMs, and one to two opportunities aligned with your portfolio direction. A job

search engine only works if it's simple enough to use consistently, so the goal is not complexity—it's reliability.

Finally, you need a tracking system. Tracking is the difference between people who get interviews and people who get lost in the noise. Most job seekers lose opportunities not because they're unqualified, but because they forget to follow up, lose track of conversations, or fail to maintain momentum. A tracking system prevents this by giving you a single place to manage every opportunity, every outreach, every follow-up, every interview, and every offer. You track opportunities to keep your pipeline full, outreach to maintain warm relationships, follow-ups because most opportunities come from persistence, interviews so you can prepare strategically, and offers so you can negotiate effectively. A good tracker is simple, consistent, and updated daily. It includes the company, the role, the contact, the status, the notes, the next action, and the Proof of Work link you used in your outreach. When you treat your tracker like a CRM—because that's what it is—you operate with a level of discipline that most job seekers never reach.

The Foundations module is where your job search stops being random and starts becoming intentional. When you understand your skills, choose aligned roles, build a system that surfaces opportunities, and track your progress with discipline, you stop competing with the masses and start operating like the candidates founders actually want to hire. This is the groundwork that makes everything else easier—your Proof of Work becomes clearer, your outreach becomes sharper, your interviews become stronger, and your confidence becomes unshakeable. This is where your momentum begins.

Lessons:

- Audit your skills
- Identify your target roles
- Build your job search engine
- Set up your tracking system

Lesson 1: Audit Your Skills

Why This Matters

Crypto and AI founders don't hire based on job titles — they hire based on **capabilities**. This lesson helps students uncover:

- What they can already do

- What they can quickly learn
- What they should highlight in interviews
- What they should build Proof of Work around

Educational Content: The 3-Layer Skill Audit (Deep Dive)

1. Core Skills (Your strongest, most reliable abilities)

These are skills you can perform confidently today. They often come from:

- Past jobs
- Side projects
- Hobbies
- Volunteer work
- School

Examples of strong core skills in crypto/AI contexts:

- “I can break down complex technical concepts into simple explanations.”
- “I can run user interviews and turn insights into product recommendations.”
- “I can write SQL queries and build dashboards for decision-making.”
- “I can manage communities and increase engagement.”
- “I can write clear documentation for technical and non-technical audiences.”
- “I can build small automations using Python or Zapier.”

Why founders care: Core skills = immediate value. They reduce onboarding time and increase trust.

2. Adjacent Skills (Skills you can learn quickly because they’re close to what you already know)

These are skills that require **minimal ramp-up**.

Examples:

- If you’ve done data analysis → learning LLM evaluation frameworks
- If you’ve done community management → learning crypto community ops
- If you’ve done product → learning AI agent workflows

- If you've done engineering → learning smart contract basics
- If you've done marketing → learning growth loops for AI tools

Why founders care: Adjacent skills show you can adapt fast — a critical trait in early-stage teams.

3. Aspirational Skills (Skills you want to develop over the next 3–6 months)

These guide your Proof of Work and portfolio direction.

Examples:

- “I want to learn how to build simple AI agents using Python.”
- “I want to learn how token incentives work in DePIN.”
- “I want to learn how to run growth experiments for early-stage AI tools.”
- “I want to learn how to conduct LLM evals.”
- “I want to learn how to build dashboards for crypto protocols.”

Why founders care: Aspirational skills show ambition and direction — they hint at your future value.

Exercise: Full Skill Audit

Create a 3-column table with:

- **10 core skills**
- **10 adjacent skills**
- **5 aspirational skills**

Then write:

- **A 3-sentence summary** explaining your strongest leverage points.

Example summary: “I’m strongest in user research, product analysis, and communication. I can quickly learn LLM evaluation and AI workflow design because they build on my existing strengths. My long-term goal is to become an AI Product Researcher who bridges user insights with product direction.”

Assessment

Submit:

- Your completed skill audit
- Your 3-sentence leverage summary

Lesson 2: Identify Your Target Roles

Why This Matters

Crypto and AI job titles are chaotic. “Product Manager” at one company might mean “do everything.” “Researcher” might mean “write threads.” “Community Manager” might mean “run growth experiments.”

This lesson helps students:

- Avoid misaligned roles
- Choose roles that match their strengths
- Understand what founders *actually* need
- Build a portfolio aligned with real hiring demand

Educational Content: The Role Alignment Matrix (Deep Dive)

Step 1: Identify Your Skills

Example:

- “Strong at research synthesis, writing, and user insights.”
- “Comfortable with data analysis and dashboards.”
- “Good at simplifying complex topics.”

Step 2: Identify Market Demand

Examples:

- AI startups need people who can turn user feedback into product direction.
- Crypto teams need people who can run community experiments and analyze on-chain data.
- Agent companies need people who can test workflows and document edge cases.

Step 3: Identify Proof of Work Potential

Examples:

- “I can publish product teardowns.”

- “I can run user research and summarize insights.”
- “I can build dashboards comparing protocols.”
- “I can test AI agents and document bugs.”

Step 4: Determine Fit

Examples:

- AI Product Analyst
- Crypto Research Analyst
- Community Ops
- LLM Evaluator
- AI Growth Specialist

Exercise

Identify:

- **3 target roles**
- **3 companies per role**
- **3 skills you need to strengthen**

Example roles:

- AI Product Analyst
- Crypto Community Ops
- LLM Evaluator

Assessment

Submit:

- Your completed Role Alignment Matrix
- A paragraph explaining why your top role is the best fit

Lesson 3: Build Your “Job Search Engine”

Why This Matters

Most job seekers rely on luck. Top performers rely on **systems**.

Your job search engine ensures:

- You always have new opportunities
- You never miss high-signal roles
- You stay plugged into founder conversations
- You get warm intros instead of cold applications

Educational Content: Inputs → Filters → Outputs

Inputs (Where opportunities come from)

Examples:

- **Job Boards:** CryptoJobsList, [Web3.career](#), [AIJobs.ai](#)
- **Discords:** AgentOps, LangChain, Solana Tech, OpenAI Builders
- **Telegram:** DePIN groups, ecosystem chats
- **X Lists:** “Founders hiring,” “AI PMs,” “Crypto researchers”
- **Funding Announcements:** a16z, Paradigm, Sequoia
- **Ecosystem Updates:** Solana, Ethereum, OpenAI, Anthropic

Filters (How you narrow down opportunities)

Examples:

- Stage: Seed–Series B
- Team size: Under 50
- Industry: AI agents, DePIN, LLM infra
- Culture: Builder-heavy, async, fast-moving
- Tech stack: Python, Rust, LangChain, Solana

Outputs (What your system produces)

Examples:

- 5–10 high-signal roles per week
- 3–5 warm intros
- 2–3 founder DMs

- 1–2 portfolio-aligned opportunities

Exercise

Build your job search engine using:

- **10 sources**
- **5 filters**
- **A weekly review cadence**

Assessment

Submit:

- Screenshot or link to your job search engine
- A paragraph explaining how you'll use it weekly

Lesson 4: Set Up Your Tracking System

Why This Matters

Tracking = momentum. Momentum = interviews. Interviews = offers.

Most people lose opportunities because they forget to follow up. This system prevents that.

Educational Content: What to Track and Why

1. Opportunities

Roles you're considering. Why: Keeps your pipeline full.

2. Outreach

People you've contacted. Why: Warm relationships beat cold applications.

3. Follow-ups

People who haven't replied yet. Why: 70% of opportunities come from follow-ups.

4. Interviews

Status, prep, notes. Why: Helps you prepare strategically.

5. Offers

Compensation, tokens, vesting. Why: Helps you negotiate.

Exercise

Create a Notion or Google Sheet with:

- Company
- Role
- Contact
- Status
- Notes
- Next action
- Proof of Work link

Assessment

Submit:

- Your tracker
- Your weekly tracking plan

Positioning

TLDR: Positioning turns you from “another applicant” into someone founders instantly understand and trust. You rewrite your resume to highlight outcomes and Proof of Work, build a portfolio that demonstrates how you think and what you can do, update your profiles so your niche is unmistakable, and create outreach scripts that show initiative and value. This module makes your identity clear, your work visible, and your relevance undeniable.

Building a Professional Identity That Founders Instantly Understand and Trust

Positioning is the moment your job search stops being a vague intention and becomes a clear, compelling professional identity. In crypto and AI—two industries defined by speed, ambiguity, and relentless experimentation—your positioning is not a branding exercise; it is the foundation of how founders, recruiters, and hiring managers perceive your value. Traditional job search materials emphasize responsibilities, job titles, and years of experience, but none of these matter in early-stage environments where teams are small, problems are urgent, and founders care far more about execution, proof of work, and your ability to operate in chaos. Positioning is how you translate who you are into a narrative that makes immediate sense to the people who make hiring decisions. It is how you show them what you can do, how you think, and why you are worth talking to. When done well, positioning becomes your competitive advantage—your resume, portfolio, profiles, and outreach all begin to reinforce the same message: “This is who I am, this is what I do, and this is why I’m a fit for your team.”

The first step in positioning is rewriting your resume for crypto and AI. Traditional resumes fail in these industries because they focus on tasks rather than outcomes, titles rather than capabilities, and chronology rather than value. Founders do not care that you “managed projects,” “supported teams,” or “handled responsibilities.” They care about what you achieved, how you achieved it, and what evidence proves it. They want to understand your speed, your execution, your clarity of thought, and your ability to operate in ambiguity. A resume that works in crypto and AI begins with a strong headline—a concise statement that communicates your niche and your value proposition. A weak headline like “Product Manager | Research | Strategy” tells a founder nothing. A strong headline like “AI Product Analyst | LLM Evaluations | Turning User Behavior Into Product Insights” immediately signals what you do, how you think, and where you fit. The same applies to your experience section. Weak bullets describe tasks; strong bullets describe outcomes, processes, and evidence. Instead of saying you “managed community engagement,” you might say you “grew an early-stage AI community from zero to 2,500 members in ninety days by launching weekly Spaces, building onboarding flows, and running feedback loops that informed three

product updates.” Instead of saying you “worked on LLM evaluations,” you might say you “reduced hallucination rates by eighteen percent by designing a custom evaluation dataset and running weekly regression tests.” These are the kinds of statements that make founders pay attention.

A resume written for crypto and AI also includes a Proof of Work section—a place where you showcase the projects, experiments, analyses, or tools you’ve built. This is where you stand out. Proof of Work is the currency of early-stage hiring. It shows initiative, clarity, and execution. It demonstrates that you don’t just talk about value—you create it. A Proof of Work section might include a small agent you built to summarize user feedback, a teardown of five DePIN protocols comparing incentive models, a Notion dashboard tracking Solana validator performance, or a seven-day community experiment that increased retention by twenty-two percent. These artifacts tell a founder more about your capabilities than any job title ever could. When you rewrite your resume with a strong headline, outcome-driven experience bullets, and a Proof of Work section, you transform it from a passive document into a signal of competence, clarity, and momentum.

Once your resume communicates your value, the next step is building your portfolio. In crypto and AI, your portfolio is your interview before the interview. Founders often decide whether to speak with you based on your portfolio alone. A strong portfolio begins with a clear introduction that explains who you are, what you do, and what your work focuses on. You might say, “I analyze AI products and turn user behavior into actionable insights. My work focuses on onboarding flows, activation metrics, and LLM evaluation.” This introduction sets the tone for the projects that follow. A strong portfolio includes two to four high-quality projects, each presented with clarity and structure. Every project should articulate the problem you tackled, the approach you took, the output you produced, the impact it had, and what you learned. For example, an AI product project might be a teardown of Perplexity’s onboarding flow presented as a twelve-slide analysis that identifies friction points and proposes activation improvements, supported by screenshots and a Loom walkthrough. A crypto research project might be a comparative analysis of five DePIN protocols presented as a two-thousand-word report with charts, dashboards, and on-chain data. A community operations project might be a seven-day engagement experiment that increased retention by twenty-two percent, supported by metrics and screenshots. These projects demonstrate your thinking, your execution, and your ability to create value independently—qualities founders prize above all else.

With your resume and portfolio aligned, the next step is updating your profiles. Your LinkedIn, X, Skool, GitHub, and Notion pages are not resumes; they are landing pages. Their job is to communicate your niche, showcase your Proof of Work, and make it easy for

founders to understand what you do. A strong LinkedIn headline might read, “AI Product Analyst | LLM Evaluations | User Research → Product Insights,” while a strong About section might say, “I help early-stage AI teams understand user behavior and turn it into actionable product insights. My work focuses on onboarding flows, activation metrics, and LLM evaluation. I publish weekly product teardowns and build lightweight dashboards that help founders make faster decisions.” Your X bio should be concise and signal your niche, such as, “AI Product Analyst | LLM evals + onboarding flows | Breaking down AI tools weekly | Building agents + dashboards.” Your Skool profile should reinforce your identity as someone building Proof of Work consistently. Your GitHub or Notion homepage should serve as the central hub for your portfolio. When your profiles are aligned, they create a cohesive narrative that makes you instantly legible to founders and recruiters.

The final step in positioning is creating your outreach scripts. Outreach is not about asking for a job; it is about demonstrating value. Most people send generic messages that founders ignore. You will send messages that are specific, thoughtful, and grounded in Proof of Work. Effective outreach follows a simple structure: context, value, proof, and a light ask. You begin by showing that you understand the founder’s work. You offer something useful—a teardown, an insight, a bug report, a small experiment. You provide proof—a Loom walkthrough, a short summary, a link to your project. And you end with a low-pressure invitation, such as, “If helpful, happy to walk you through it.” A strong founder message might say, “Hey Maya — I’ve been testing your new LLM evaluation tool. I ran a small experiment comparing your eval outputs to GPT-4 and found two interesting discrepancies. I put together a short Loom walkthrough. If helpful, happy to share.” A strong recruiter message might say, “Hey Jordan — saw you’re hiring for an AI Product Analyst. I recently published a teardown of Perplexity’s onboarding flow and built a small agent that summarizes user feedback. If you think it’s relevant, I’d love to chat.” These messages work because they demonstrate initiative, clarity, and value—qualities founders immediately recognize.

Positioning is the moment your job search becomes coherent. Your resume signals your value. Your portfolio proves it. Your profiles amplify it. Your outreach communicates it directly to the people who matter. When all of these elements align, you become the kind of candidate founders want to talk to—clear, capable, and already operating like someone who belongs in the industry. Positioning is not about branding; it is about making your value unmistakable. It is the foundation upon which every interview, every opportunity, and every offer will be built.

Lessons:

- Rewrite your resume for crypto/AI

- Build your portfolio
 - Update your profiles
 - Create your outreach scripts
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Module 2 — Week 2: Positioning

Goal: Build a professional identity that founders, recruiters, and hiring managers immediately understand and trust.

Lesson 1: Rewrite Your Resume for Crypto/AI

Why This Matters

Traditional resumes fail in crypto and AI because they emphasize:

- Responsibilities
- Job titles
- Years of experience

Founders care about:

- Speed
- Execution
- Proof of Work
- Ability to operate in ambiguity

This lesson teaches students how to rewrite their resume to match what early-stage teams actually look for.

Educational Content: The 3-Part Resume Rewrite (Deep Dive)

1. Headline (Your niche + value proposition)

This is the first thing founders see. It must be:

- Clear
- Specific
- Aligned with your target role

Weak headline: “Product Manager | Research | Strategy”

Strong crypto/AI headline: “AI Product Analyst | LLM Evaluations | Turning User Behavior Into Product Insights”

Another example: “Crypto Community Ops | Growth Experiments | On-Chain Analytics”

2. Experience (Outcome → Process → Evidence)

Founders want to see:

- What you achieved
- How you achieved it
- What evidence supports it

Weak bullet: “Managed community engagement for a tech startup.”

Strong bullet: “Grew an early-stage AI community from 0 → 2,500 members in 90 days by launching weekly Spaces, building onboarding flows, and running feedback loops that informed 3 product updates.”

Another example: “Reduced LLM hallucination rate by 18% by designing a custom evaluation dataset and running weekly regression tests.”

3. Proof of Work Section

This is where you stand out.

Examples of Proof of Work bullets:

- “Built a small agent that summarizes user feedback and identifies themes.”
- “Published a teardown of 5 DePIN protocols comparing incentive models.”
- “Created a Notion dashboard tracking Solana validator performance.”
- “Ran a 7-day community experiment that increased retention by 22%.”

Exercise

Rewrite:

- Your headline
- 3 experience bullets
- Add a Proof of Work section with at least 2 items

Assessment

Submit:

- Before/after resume sections
- A 3-sentence explanation of what changed and why

Lesson 2: Build Your Portfolio

Why This Matters

Your portfolio is your **interview before the interview**. Founders often decide whether to talk to you based on your portfolio alone.

Educational Content: What a Crypto/AI Portfolio Should Include

1. A Clear Introduction

Example: “I analyze AI products and turn user behavior into actionable insights. My work focuses on onboarding flows, activation metrics, and LLM evaluation.”

2. 2–4 High-Quality Projects

Each project should include:

- Problem
- Approach
- Output
- Impact
- What you learned

Examples of Strong Portfolio Projects

AI Product Example

Project: “LLM Onboarding Flow Teardown for Perplexity” **Output:** 12-slide analysis **Impact:** Identified 3 friction points and proposed 2 activation improvements **Proof:** Screenshots, Loom walkthrough

Crypto Research Example

Project: “Comparative Analysis of 5 DePIN Protocols” **Output:** 2,000-word research report **Impact:** Highlighted incentive misalignments and sustainability risks **Proof:** Charts, dashboards, on-chain data

Community Ops Example

Project: “7-Day Community Engagement Experiment for an AI Tool” **Output:** Experiment design + results **Impact:** Increased retention by 22% **Proof:** Metrics, screenshots

Exercise

Create **one complete portfolio artifact** using the structure:

- Problem
- Approach
- Output
- Impact
- What you learned

Assessment

Submit:

- Link to your portfolio
- A 3-sentence summary of what the project demonstrates

Lesson 3: Update Your Profiles

Why This Matters

Your profiles are **landing pages**, not resumes. They must:

- Communicate your niche
- Show Proof of Work
- Make it easy for founders to understand what you do

Educational Content: Profile Optimization (Deep Dive)

LinkedIn Headline Examples

- “AI Product Analyst | LLM Evaluations | User Research → Product Insights”
- “Crypto Community Ops | Growth Experiments | On-Chain Analytics”
- “AI Research Synthesizer | Model Behavior | Product Strategy”

LinkedIn About Section Example

“I help early-stage AI teams understand user behavior and turn it into actionable product insights. My work focuses on onboarding flows, activation metrics, and LLM evaluation. I

publish weekly product teardowns and build lightweight dashboards that help founders make faster decisions.”

X Bio Example

“AI Product Analyst | LLM evals + onboarding flows | Breaking down AI tools weekly | Building agents + dashboards”

Skool Profile Example

“Crypto & AI job seeker specializing in product analysis, research synthesis, and community experiments. Building Proof of Work weekly.”

Exercise

Update:

- LinkedIn headline
- LinkedIn About section
- X bio
- Skool profile
- GitHub/Notion homepage

Assessment

Submit:

- Before/after screenshots
- A paragraph explaining your positioning choices

Lesson 4: Create Your Outreach Scripts

Why This Matters

Outreach is a skill. Most people send generic messages. You will send **value-driven, specific, founder-friendly messages**.

Educational Content: The 4-Part Outreach Formula

1. Context

Show you understand their work.

Example: “Hey Alex — I’ve been following your updates on the new agent workflow.”

2. Value

Offer something useful.

Example: “I ran a quick teardown of your onboarding flow and found 3 friction points.”

3. Proof

Show you’re credible.

Example: “Here’s a 6-slide summary of what I found.”

4. Light Ask

No pressure.

Example: “If helpful, happy to walk you through it.”

Example Founder DM

“Hey Maya — I’ve been testing your new LLM evaluation tool. I ran a small experiment comparing your eval outputs to GPT-4 and found 2 interesting discrepancies. I put together a short Loom walkthrough. If helpful, happy to share.”

Example Recruiter DM

“Hey Jordan — saw you’re hiring for an AI Product Analyst. I recently published a teardown of Perplexity’s onboarding flow and built a small agent that summarizes user feedback. If you think it’s relevant, I’d love to chat.”

Exercise

Write:

- 3 founder DMs
- 2 recruiter DMs
- 1 value-first message

Assessment

Create:

- Your 6 scripts
- A short explanation of your strategy

Execution

TLDR: Execution is where momentum begins. You apply to high-signal roles that actually reflect hiring intent, send value-driven DMs that outperform applications, join communities where real opportunities circulate, and show up in virtual events where visibility compounds. This module shifts you from passive job seeker to active operator, creating conversations, relationships, and opportunities through consistent action.

Taking Action, Generating Momentum, and Creating Opportunities

Execution is the moment your job search stops living in documents, drafts, and preparation, and begins to exist in the real world where opportunities are created, relationships are formed, and momentum compounds. In crypto and AI—industries defined by speed, informality, and constant movement—execution is not optional; it is the engine that drives everything else. You can have a beautifully rewritten resume, a strong portfolio, and perfectly optimized profiles, but none of it matters until you put yourself in motion. Execution is where you begin applying to high-signal roles, sending thoughtful DMs to founders and hiring managers, joining communities where opportunities circulate long before they reach job boards, and showing up in virtual events where visibility turns into relationships. This is the week where you stop preparing and start participating. It is where you shift from passive candidate to active operator, from waiting for opportunities to creating them.

The first step in execution is applying to high-signal roles. High-signal roles are not found by scrolling endlessly through job boards; they emerge from the places where founders and builders actually communicate. They appear in founder tweets, Discord announcements, funding round updates, and community referrals. These roles are high-signal because they reflect real hiring intent. When a founder posts a role personally, it means they are actively hiring, they are reading replies, and they are open to direct outreach. When a company has just raised funding, it means they are expanding, they need operators, and they are under pressure to ship. When a role aligns with your Proof of Work, it means you can stand out immediately by sending a value-first DM that demonstrates your relevance. Applying to high-signal roles is not about volume; it is about precision. It is about identifying opportunities where your work, your skills, and your positioning intersect with a team's immediate needs. When you apply to ten high-signal roles using your new resume and portfolio, you are not just submitting applications—you are placing yourself directly in the path of teams that are actively building and actively hiring.

Once you begin applying, the next step is sending DMs to hiring managers and founders. In crypto and AI, DMs outperform applications by a factor of five to ten because these industries reward initiative. Founders hire people who show up, who take action, and who demonstrate value before being asked. A strong DM follows a simple structure: you begin with context that shows you understand their product, you offer something specific that demonstrates insight or initiative, you provide proof in the form of a link, Loom, or screenshot, and you end with a light, pressure-free ask. A message like, “Hey Sam — I’ve been using your AI writing tool for the past week. I noticed a pattern in how new users drop off after the first draft. I built a small dashboard analyzing activation metrics and included three suggestions. If helpful, happy to walk you through it,” is the kind of outreach that founders respond to because it shows that you are already thinking like a teammate. Sending five founder DMs and five hiring manager DMs is not about spamming people; it is about practicing the skill of value-driven communication. It is about learning how to articulate your insights, how to present your Proof of Work, and how to build relationships that lead to interviews, collaborations, and opportunities.

Execution also requires joining the right communities. In crypto and AI, communities are the circulatory system of opportunity. Most jobs are never posted publicly; they are shared informally in Discord channels, Telegram groups, and small circles of builders who trust each other. High-signal communities are places where founders hang out, where builders share progress, where people ask for help, where jobs appear casually in conversation, and where discussions are active and substantive. Joining communities like AgentOps, LangChain, Solana Tech, local AI meetups, or DePIN Telegram groups is not about collecting memberships—it is about embedding yourself in the environments where opportunities originate. But joining is not enough; you need an engagement plan. Commenting three times a week, asking one thoughtful question, and sharing one piece of Proof of Work each week is how you become visible. It is how you build a reputation as someone who contributes, someone who learns publicly, and someone who is worth paying attention to. Communities reward consistency, not perfection. The more you show up, the more opportunities find you.

The final step in execution is attending virtual events and Spaces. Visibility compounds, and people hire people they see often. Twitter Spaces, workshops, and community calls are where founders share updates, where researchers discuss new ideas, and where builders talk openly about their challenges. These events are not passive experiences; they are opportunities to learn, connect, and demonstrate your engagement. Before an event, you can read the speaker’s recent posts and prepare one or two thoughtful questions. During the event, you can take notes, identify insights, and capture quotes. After the event, you can post a summary on X, tag the speakers, and DM them with a takeaway or

reflection. This simple sequence—prepare, participate, publish—turns a one-hour event into a relationship-building opportunity. Attending two Twitter Spaces, one workshop, and one community call each week creates a rhythm of visibility that compounds over time. People begin to recognize your name. They begin to associate you with thoughtful insights. They begin to see you as someone who is genuinely part of the ecosystem.

Execution is where momentum is created. It is where opportunities begin to surface, where conversations begin to form, and where your Proof of Work starts to circulate. It is where you stop waiting for permission and start acting like someone who belongs in the industry. When you apply to high-signal roles, send value-driven DMs, join high-signal communities, and show up consistently in virtual events, you create a flywheel of visibility, credibility, and opportunity. Execution is not about perfection; it is about motion. It is about taking small, consistent actions that compound into interviews, relationships, and offers. This is the week where you stop preparing and start participating. This is where your job search becomes real.

Lessons:

- Apply to high-signal roles
- DM hiring managers
- Join the right communities
- Attend virtual events

Module 3 — Week 3: Execution

Goal: Take action, generate momentum, and create opportunities.

Lesson 1: Apply to High-Signal Roles

Why This Matters

High-signal roles come from:

- Founder tweets
- Discord announcements
- Funding rounds
- Community referrals

Not from job boards alone.

Educational Content: What Makes a Role “High-Signal”?

1. The founder posted it personally

This means:

- They’re actively hiring
- They’re reading replies
- They’re open to DMs

2. The company just raised funding

This means:

- They’re expanding
- They need operators
- They’re under pressure to ship

3. The role aligns with your Proof of Work

This means:

- You can stand out
- You can send a value-first DM
- You can show immediate relevance

Exercise

Apply to:

- **10 high-signal roles**
- Using your new resume + portfolio

Assessment

Submit:

- List of 10 roles
- Links to Proof of Work used
- A paragraph explaining your application strategy

Lesson 2: DM Hiring Managers

Why This Matters

DMs outperform applications by 5–10x. Founders hire people who show initiative.

Educational Content: The 4-Step DM (Deep Dive)

1. Context

Show you understand their product.

2. Value

Offer something specific.

3. Proof

Share a link, Loom, or screenshot.

4. Light Ask

No pressure.

Example Hiring Manager DM

“Hey Sam — I’ve been using your AI writing tool for the past week. I noticed a pattern in how new users drop off after the first draft. I built a small dashboard analyzing activation metrics and included 3 suggestions. If helpful, happy to walk you through it.”

Exercise

Send:

- 5 founder DMs
- 5 hiring manager DMs

Assessment

Submit:

- 3 screenshots (redacted)
- Summary of responses
- What you’ll improve next week

Lesson 3: Join the Right Communities

Why This Matters

Communities = opportunity flow. Most crypto/AI jobs are never posted publicly.

Educational Content: How to Choose High-Signal Communities

Look for communities where:

- Founders hang out
- Builders share progress
- People ask for help
- Jobs are posted informally
- There's active discussion

Examples of high-signal communities:

- AgentOps Discord
- LangChain Discord
- Solana Tech Discord
- Local AI meetups
- Telegram DePIN groups

Exercise

Join:

- 3 Discords
- 3 Telegram groups
- 1 Skool community
- 1 local meetup

Create an **engagement plan**:

- 3 comments/week
- 1 question/week
- 1 Proof of Work share/week

Assessment

Submit:

- List of communities

- Your engagement plan

Lesson 4: Attend Virtual Events + Spaces

Why This Matters

Visibility compounds. People hire people they see often.

Educational Content: How to Use Events Strategically

Before the event

- Read the speaker's recent posts
- Prepare 1–2 questions
- DM them after

During the event

- Take notes
- Identify insights
- Capture quotes

After the event

- Post a summary on X
- Tag the speakers
- DM them with a takeaway

Exercise

Attend:

- 2 Twitter Spaces
- 1 workshop
- 1 community call

Post summaries on X.

Assessment

Submit:

- Screenshots of posts

- Event notes
- A paragraph on what you learned

Interviews

TLDR: Interviews in crypto and AI reward clarity, speed, and Proof of Work. You prepare technically by doing the kinds of tasks you'll actually perform on the job, practice behavioral answers using the Outcome-Process-Evidence framework, learn how to navigate fast, direct founder-style interviews, and negotiate offers with confidence and collaboration. This module equips you to show up as someone who can think, build, learn, and contribute immediately.

Mastering Technical, Behavioral, and Founder-Style Interviews — and Negotiating Your Offer with Confidence

Interviews in crypto and AI are unlike interviews in any other industry. They are faster, more direct, more ambiguous, and far more dependent on your ability to demonstrate real thinking rather than recite memorized answers. Traditional interview preparation—studying generic behavioral questions, rehearsing polished stories, or memorizing frameworks—does not translate well into environments where founders care about speed, clarity, curiosity, and Proof of Work. In early-stage teams, interviews are not tests of your résumé; they are tests of your ability to operate in the real world. They are designed to reveal how you think, how you learn, how you solve problems, and how you behave when the path forward is unclear. This module prepares you for the full spectrum of interviews you will encounter: technical screens, behavioral conversations, founder-style interviews, and offer negotiations. When you master these, you become the kind of candidate who not only gets offers but earns the trust of the people who will shape your career.

The first step is technical preparation, which varies dramatically depending on your target role. Technical prep in crypto and AI is not about memorizing algorithms or solving abstract puzzles; it is about demonstrating practical competence in the tasks you will actually perform. If you are targeting AI product roles, your technical preparation involves building user flows for agents, analyzing onboarding friction, or running small LLM evaluations. These exercises show that you understand how users interact with AI systems, how to identify friction points, and how to evaluate model behavior. If you are targeting crypto research roles, your preparation might involve analyzing token models, comparing protocols, or identifying incentive risks. These tasks demonstrate your ability to think critically about economic design, sustainability, and on-chain dynamics. If you are targeting engineering roles, your preparation might include building a simple agent, writing a small smart contract, or debugging a workflow—practical exercises that reveal your ability to ship, troubleshoot, and reason about systems. If you are targeting community or growth roles, your preparation might involve running an experiment, analyzing retention, or building a dashboard—activities that show your ability to understand user behavior, test

hypotheses, and communicate insights. Technical prep is not about perfection; it is about showing that you can think, build, and learn. Completing a technical challenge, a case study, and a role-specific assignment gives you the confidence and clarity to walk into any technical conversation with momentum.

Once you understand the technical expectations of your role, the next step is preparing for behavioral interviews. Behavioral interviews in crypto and AI are not designed to test your ability to recite polished stories; they are designed to test your ownership, speed, curiosity, and tolerance for ambiguity. These industries reward people who take initiative, who learn quickly, and who can operate without perfect information. The most effective way to communicate these qualities is through the OPE framework—Outcome, Process, Evidence. When asked to describe a time you solved a hard problem, a weak answer might say, “I worked on a project and it was challenging,” which tells the interviewer nothing. A strong answer begins with the outcome you were driving toward, such as increasing activation by twenty percent. It then describes the process you used—running user interviews, building a dashboard, testing onboarding flows. And it ends with evidence—activation increased by twenty-seven percent in fourteen days. This structure shows that you understand goals, can design and execute a plan, and can measure results. Writing answers to ten behavioral questions using the OPE framework forces you to articulate your experiences in a way that resonates with founders and hiring managers. It also helps you internalize the narrative of your own career so you can speak with clarity and confidence.

The third step is preparing for founder-style interviews, which are the most important—and often the most misunderstood—part of the hiring process. Founder interviews are fast, direct, and deeply focused on how you think. They are not formal, structured conversations; they are problem-solving sessions. Founders want to know how quickly you can ship something, what you’ve built, how you think about products, and what you’ve learned recently. They might ask you to show them something you built, walk them through a project, or explain how you would improve a product they care about. They might ask what you learned last week, not because they want trivia, but because they want to understand how you learn. Founder interviews are Proof-of-Work-driven; they are designed to reveal whether you are someone who takes action, someone who experiments, someone who thinks clearly, and someone who can operate in ambiguity. Preparing a five-minute portfolio walkthrough, a thirty-second pitch, and a thoughtful “why this team” answer gives you the structure you need to navigate these conversations with confidence. A founder interview is not about impressing someone; it is about showing them that you are already operating like a member of their team.

The final step in this module is offer negotiation. Negotiation in crypto and AI is more complex than in traditional industries because compensation often includes salary, equity, tokens, vesting schedules, and cliffs. You must understand what you are negotiating and why it matters. A strong negotiation strategy begins with enthusiasm—you anchor the conversation by expressing genuine excitement about the role and the team. You then present your value by referencing your Proof of Work and the impact you can create. You make a clear ask, such as adjusting the equity portion or discussing token allocation. And you stay collaborative, framing the negotiation as a mutual problem-solving exercise rather than a confrontation. Creating a negotiation script and a compensation comparison table helps you approach these conversations with clarity and confidence. Negotiation is not about demanding more; it is about aligning incentives, understanding your worth, and ensuring that the offer reflects the value you bring.

Interviews are where everything you’ve built—your positioning, your Proof of Work, your outreach, your execution—comes together. They are not tests to be feared; they are opportunities to demonstrate who you are. When you prepare technically, articulate your experiences clearly, navigate founder conversations with confidence, and negotiate your offer with clarity, you become the kind of candidate founders want to hire. Interviews are not about perfection; they are about presence. They are about showing that you can think, build, learn, and contribute. This is the week where you transform from a candidate into a collaborator. This is where offers begin to materialize.

Lessons:

- Technical prep
- Behavioral prep
- Founder-style interviews
- Offer negotiation

Module 4 — Week 4: Interviews

Goal: Prepare for technical, behavioral, and founder-style interviews — and negotiate your offer.

Lesson 1: Technical Prep

Why This Matters

Technical prep varies by role. This lesson gives students **role-specific guidance**.

Educational Content: Technical Prep by Role

AI Product Roles

- Build a user flow for an agent
- Analyze onboarding friction
- Run a small LLM eval

Crypto Research Roles

- Analyze a token model
- Compare protocols
- Identify incentive risks

Engineering Roles

- Build a simple agent
- Write a small smart contract
- Debug a workflow

Community/Growth Roles

- Run an experiment
- Analyze retention
- Build a dashboard

Exercise

Complete:

- 1 technical challenge
- 1 case study
- 1 role-specific assignment

Assessment

Submit:

- Your challenge
- Reflection on what you'd improve

Lesson 2: Behavioral Prep

Why This Matters

Behavioral interviews in crypto/AI test:

- Ownership
- Speed
- Curiosity
- Ambiguity tolerance

Educational Content: The OPE Framework (Outcome → Process → Evidence)

Example Question:

“Tell me about a time you solved a hard problem.”

Weak answer: “I worked on a project and it was challenging.”

Strong answer: Outcome: “We needed to increase activation by 20%.” **Process:** “I ran user interviews, built a dashboard, and tested 3 onboarding flows.” **Evidence:** “Activation increased by 27% in 14 days.”

Exercise

Write answers to:

- 10 behavioral questions Using the OPE framework.

Assessment

Submit:

- Your 10 answers

Lesson 3: Founder-Style Interviews

Why This Matters

Founder interviews are:

- Fast
- Direct
- Problem-focused
- Proof-of-Work-driven

Educational Content: What Founders Actually Ask

Examples:

- “What’s the fastest you’ve ever shipped something?”
- “Show me something you built.”
- “What’s a product you’d improve and how?”
- “What’s something you learned last week?”

Exercise

Prepare:

- A 5-minute portfolio walkthrough
- A 30-second pitch
- A “why this team” answer

Assessment

Submit:

- Your pitch
- Walkthrough outline

Lesson 4: Offer Negotiation

Why This Matters

Crypto/AI compensation is complex:

- Salary
- Equity
- Tokens
- Vesting
- Cliffs

You must understand what you’re negotiating.

Educational Content: The 4-Part Negotiation Strategy

1. Anchor with enthusiasm

“I’m excited about the role and the team.”

2. Present your value

“My Proof of Work shows I can contribute immediately.”

3. Make a clear ask

“I’d like to discuss adjusting the equity portion.”

4. Stay collaborative

“I want to find something that works for both of us.”

Exercise

Create:

- A negotiation script
- A compensation comparison table

Assessment

Create:

- Your negotiation plan

Graduation

Lessons:

- Build your 90-day plan
 - How to succeed in your first month
 - How to grow inside your new team
-

Module 5 — Graduation

TLDR: Graduation prepares you not just to get the job, but to thrive once you're inside. You build a 90-day plan that helps you learn quickly, ship early, improve systems, and take ownership; you design a strong first month that sets the tone for your entire tenure; and you create a growth roadmap that keeps you visible, valuable, fast, and forward-thinking. This module turns your new role into long-term career momentum.

Preparing for Success in Your New Role and Building Long-Term Career Momentum

Graduation is not the end of your journey—it is the beginning of the chapter that actually matters. Getting the job is an achievement, but succeeding inside the team, earning trust, and building long-term momentum is what turns a role into a career. Crypto and AI are industries where the first ninety days can define your trajectory for years. These are fast-moving environments where expectations are high, ambiguity is constant, and the people who thrive are those who learn quickly, ship early, and take ownership before anyone asks them to. This module prepares you for that transition. It teaches you how to build a ninety-day plan that sets you up for success, how to navigate your first month with clarity and confidence, and how to grow inside your new team in a way that compounds your value over time. Graduation is not about finishing the program—it is about stepping into your new role with intention, structure, and a clear sense of who you want to become.

The first step is building your ninety-day plan. Your first ninety days determine your trajectory more than any other period in your new role. They shape how your team perceives you, how quickly you build trust, and how much responsibility you are given. A strong ninety-day plan unfolds in four phases: learning, shipping, improving, and owning. The first thirty days are about learning—understanding the product, the users, the team, the workflows, the culture, and the expectations. This is the period where you absorb everything you can, ask thoughtful questions, and build context. The next thirty days are about shipping—delivering your first win, demonstrating speed, and showing that you can turn insight into action. This is where you build trust. The following two weeks are about improving—identifying inefficiencies, proposing improvements, and running small experiments that demonstrate initiative. And the final stretch is about owning—taking responsibility for a function, a workflow, or a problem area and becoming indispensable. A strong ninety-day plan includes weekly goals, Proof of Work milestones, and clear metrics that help you measure progress. When you walk into a new role with a plan, you signal maturity, clarity, and leadership—qualities that founders and early-stage teams value deeply.

Once your ninety-day plan is in place, the next step is understanding how to succeed in your first month. Your first month sets the tone for your entire tenure. It is the period where you establish your reputation, build relationships, and demonstrate how you operate. A strong first month follows a simple rhythm. In your first week, you meet the team, understand the product, and read the documentation. You learn how decisions are made, how communication flows, and what the team values. In your second week, you shadow workflows, identify quick wins, and ask smart questions that show curiosity and initiative. In your third week, you deliver a small project—something tangible that demonstrates your ability to execute. You share insights, communicate clearly, and begin building relationships across the team. In your fourth week, you present your learnings, propose improvements, and align on next steps. This sequence—learn, observe, ship, propose—creates a powerful first impression. It shows that you are thoughtful, proactive, and committed to contributing meaningfully. A thirty-day onboarding checklist helps you stay focused and ensures that you build momentum from day one.

The final step in this module is learning how to grow inside your new team. Getting the job is step one; growing inside the team is step two. In crypto and AI, growth is not linear. It does not come from waiting for promotions or hoping someone notices your work. It comes from visibility, value, velocity, and vision—the internal growth flywheel that drives long-term success. Visibility means sharing your progress weekly, communicating clearly, and making your work legible to the people who matter. Value means solving problems before being asked, identifying opportunities, and contributing in ways that make the team stronger. Velocity means shipping fast, iterating quickly, and demonstrating that you can move at the pace of the industry. Vision means proposing improvements, offering new ideas, and thinking beyond your immediate tasks. When you combine these four elements, you become someone the team relies on—someone who is trusted, respected, and given increasing responsibility. Creating a personal growth roadmap and a visibility plan helps you stay intentional about your development. It ensures that you are not just doing work—you are building a career.

Graduation is not about completing a program; it is about stepping into your next chapter with clarity, confidence, and momentum. It is about understanding that your first ninety days matter, that your first month sets the tone, and that your long-term growth depends on your ability to stay visible, deliver value, move quickly, and think strategically. When you enter your new role with a plan, when you show up with curiosity and initiative, and when you commit to growing inside the team, you become the kind of person who not only succeeds but thrives. This is the moment where preparation meets opportunity. This is where your career begins to compound. This is your graduation.

Lesson 1: Build Your 90-Day Plan

Why This Matters

Your first 90 days determine your trajectory.

Educational Content: The 4-Phase 90-Day Plan

Phase 1: Learn (Days 1–30)

- Understand product
- Understand users
- Understand team

Phase 2: Ship (Days 31–60)

- Deliver your first win
- Build trust
- Show speed

Phase 3: Improve (Days 61–75)

- Identify inefficiencies
- Propose improvements
- Run experiments

Phase 4: Own (Days 76–90)

- Take ownership of a function
- Become indispensable

Exercise

Create a 90-day plan with:

- Weekly goals
- Proof of Work
- Metrics

Assessment

Submit:

- Your full plan

Lesson 2: How to Succeed in Your First Month

Why This Matters

Your first month sets the tone.

Educational Content: The 30-Day Onboarding Checklist

Week 1

- Meet team
- Understand product
- Read documentation

Week 2

- Shadow workflows
- Identify quick wins
- Ask smart questions

Week 3

- Deliver a small project
- Share insights
- Build relationships

Week 4

- Present learnings
- Propose improvements
- Align on next steps

Exercise

Create:

- A 30-day onboarding checklist

Assessment

Submit:

- Your checklist

Lesson 3: How to Grow Inside Your New Team

Why This Matters

Getting the job is step one. Growing inside the team is step two.

Educational Content: The Internal Growth Flywheel

1. Visibility

Share progress weekly.

2. Value

Solve problems before being asked.

3. Velocity

Ship fast and iterate.

4. Vision

Propose improvements and new ideas.

Exercise

Create:

- A personal growth roadmap
- A visibility plan

Assessment

Create:

- Your roadmap
- Your visibility plan

For more courses on how to find a job in crypto or AI please visit cryptojobhopper.com. Sign up and become part of the community of job seekers, attend live chats, AMAs, and get connected to a community of professionals in the crypto and artificial intelligence industry.