**SUMMARY**

OG Web3 Growth Strategist with 9+ years of cross-functional experience in business development, partnerships, and founder’s office execution. Closed $1M+ in Web3 deals, scaled GTM functions, and built from zero to traction in high-velocity start up projects. Fluent in navigating early-stage chaos, driving revenue, and building bridges across AI and crypto.

**CORE SKILLSET**

Business Development | Strategic Partnerships | Founder’s Office Ops | CRM (HubSpot, Notion) | Web3 Ecosystem | Go-To-Market Strategy | Sales Playbooks | Grant Application Writing | Community-led Growth | Pitch Decks | Revenue Generation | Web3 Ecosystems | AI x Web3

**WORK EXPERIENCE**

***LokyAI (by DappLooker)*** *Dec* 2024 – Current, Remote

*AI Powered Data Intel Agent x Terminal*

**Growth Lead - Founder’s Office** *(Dec - Present)*

* Took Loky from 0 → $12M ATH with pure founder-led GTM, ecosystem storytelling, and zero paid hype.
* Closed $200K+ in strategic AI x crypto deals, including integrations with Morpheous, Sentient, and Open Gradient.
* Built and executed an ecosystem-first partnership playbook around AI-native tooling and privacy-preserving data flows.
* Cut partner onboarding time by 35% by building low-lift, plug-and-play systems for activation and success.
* Fed real-time user and community feedback into the product loop—tightening roadmap alignment and accelerating market-fit.
* Turned narrative into traction—positioned Loky as the go-to AI-powered data layer in early-stage Web3 infra.

***DappLooker Analytics*** *Jul* 2024 – Current, Remote

*Web3 Data Analytics Platform*

**Business Development & Partnerships - Founder’s Office** *(Jul - Present)*

* Grew DappLooker’s ecosystem footprint by securing $300K+ in chain-specific partnerships and grants.
* Closed B2B BD across L1s and protocols—mapping value with analytics needs and driving adoption via integrations.
* Wrote and won ecosystem grants (Celo, Movement Labs) by tying data infrastructure directly to chain goals.
* Architected the internal CRM + GTM engine, boosting pipeline visibility, partner velocity, and team execution.
* Sat at the junction of Product <> Marketing <> Ecosystem—turning insights into motion across decks, dashboards, and BD loops.
* Helped shape DappLooker’s reputation as the zero-friction, on-chain analytics layer for Web3-native teams.

***House of Web3*** *Mar* 2024 – Jul 2024, Bengaluru

*Crypto EdTech for Normies*

**Business Development & Partnerships - Founder’s Office** *(Mar - Jul)*

* Conducted deep market research to map the Web3 edtech landscape; converted insights into a 25% lead win rate.
* Built pitch decks and client proposals that led to a 30% lift in successful deal closures.
* Managed sales funnel, tracked metrics in Notion, and built scalable reporting flows across BD > Product > Community.
* Activated community feedback into sales strategies; improved lead conversion velocity by 20%.
* Supported product launch GTM alongside content, ops, and community teams.

***Blockwiz*** *Jan* 2023 – Mar 2024, Remote

*Full-stack Crypto Marketing Powerhouse*

**Business Development Manager - Founder’s Office** *(Apr - Mar)*

* Delivered 25% increase in new client acquisition in 3 months by revamping inbound + outbound motions.
* Customized GTM offerings for power clients (e.g., LimeWire, BitsCrunch) increasing LTV by 40%.
* Partnered with CEO + Marketing to align Web3 narratives with actual business outcomes.

**Head of Client Success - Founder’s Office** *(Oct - Mar)*

* Built the client success engine: training, onboarding, and feedback loop systems—CSAT hit 93%.
* Reduced support resolution TAT from 24–48 hrs to 4 hrs.
* Led 30+ client relationships; championed trust, retention, and value delivery.

**Operations Manager – Founder’s Office** *(Jan - Mar)*

* Designed & automated sales workflows; reduced lead no-shows to <15%.
* Built the internal sales + CS asset stack (SKUs, case studies, testimonials, etc.).
* Improved ops efficiency by 25% with Notion + Zapier systems.