



Conor Chepenik

BITCOIN ENTHUSIAST, LIFELONG
LEARNER, AND ADVOCATE OF
SELF-SOVEREIGNTY

Details

904-772-5236

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Skills

Customer Service

Fast Learner

Computer Skills

Communication Skills

Leadership and Teamwork

Business Strategy

Business Development

Cold Calling

Data Management

Partnerships

Knowledgeable About Bitcoin

Podcasting

Writing

Mission Statement

Empower others to achieve self-sovereignty by reaching their full potential through the application of strategic thinking, effective communication and a results-driven approach. I strive to empower my clients and partners to take control of their own success by providing them with the tools and guidance they need to excel in their business and personal lives. I believe in leveraging my experience and expertise in Bitcoin, business development, and technology to create value and drive results, while continuously seeking growth and learning opportunities for myself and those I work with.

Employment History

Writer, Bitcoin Magazine, Remote

JUNE 2022 - PRESENT

- Writing articles to help increase global Bitcoin adoption.
- Multiple articles have been picked up by Zerohedge after being posted on bitcoinmagazine.com.
- Attend a weekly call to discuss Bitcoin and macro events with other contributors when it does not interfere with my sales career.

Commercial Account Executive, Datadog, Boston, MA

APRIL 2022 - JANUARY 2023

- I proactively reached out to potential clients and partners using tools such as LinkedIn Sales Navigator, Builtwith.com, and Zoominfo, resulting in new business generated through personalized cold calling, email, and social media outreach strategies.
- I actively coached and mentored other Sales Development Reps, providing them with strategies and best practices to increase their success in business development activities.
- I successfully closed deals and onboarded accounts for clients including The Block, Foodoo.ai, Transpose, Terracycle, and Usepower.com to Datadog.

Business Development Team Lead, Reveneer, Lexington, MA

SEPTEMBER 2020 - APRIL 2022

- I began my career at Reveneer as a Business Development Representative and was promoted to Business Development Team Lead in May 2021.
- As one of the first 150 employees, I was able to contribute to the company's growth to ~250 employees.
- I successfully managed an outbound sales team, selling web/app development, backup software, learning management solutions, and digital signage for companies such as Quantum Mob, Datto, and Yodeck.
- I played an active role in coaching other sales teams by conducting mock calls and building sales cadences to increase their performance.
- I initiated and led the development of an employee intranet portal, where Reveneer employees could access and view all of their sales data in one centralized location, throughout the course of their career at Reveneer.

Education

B.A Tufts University

AUGUST 2014 - JUNE 2018

- Film and Media
- Entrepreneurship

CS120: Bitcoin For Developers I, Saylor Academy

NOVEMBER 2022