

# Marko Stokic

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## WORK EXPERIENCE

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### Identity Layer @idOS (developed by Fractal ID)

Ecosystem Lead

Remote

09/2023 – present

- Project management of the technical implementation by NEAR, Gnosis and Aleph Zero
- Responsible for the adoption by ecosystem dApps
- OKR reporting to CPO

### Web3 DID's @Fractal ID

Founders Associate

Remote

09/2022 – 09/2023

- Founder support through strategic partnerships and investor reporting
- Sales strategy responsibility with team management (3 sales managers, 2 lead gen specialists)

### Venture Capital @Wayra

Investment Analyst

Munich, Germany

05/2020 – 05/2022

- Ownership of AI and Blockchain markets
- 2-person investment team with 6 investments and 2 exits

Working Student, Investments

02/2020 – 04/2020

Intern, Investments

06/2019 – 08/2019

### DZ Bank AG

Intern, Sales Control & Planning

Frankfurt/Main, Germany

03/2016 – 05/2016

- Supported the company-wide implementation of a newly developed pre-calculation software

## EDUCATION

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### Università Bocconi

MSc. in Management

Milan, Italy

08/2018 – 05/2020

- **Major:** Entrepreneurship and Innovation
- **Clubs:** Research Lead @Bocconi Blockchain and Cryptocurrencies Association
- **Thesis:** "State of Venture Capital and the Government's Role – Case of Germany"

### Göteborgs Universitet - Handelshögskolan

Exchange Semester

Göteborg, Sweden

09/2019 – 01/2020

- **Relevant Coursework:** Innovation Management, Entrepreneurship and New Business Development

### Goethe Universität

BSc. in Economics and Business Administration

Frankfurt/Main, Germany

04/2014 – 06/2017

- **Major:** Finance & Accounting
- **Thesis:** "Market Reaction to Designation of Systemically Important Financial Institutions"

## SKILLS & INTERESTS

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**Languages:** German, English (native); Serbo-Croatian (fluent)

**Interests:** Chess, Effective Altruism, Rationality Theory, Kitesurfing