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✉️ tomas@valiukas.lt  
LinkedIn

## Languages

Lithuanian	•••••
English	•••••
Russian	•••••
Ukrainian	••○○○
Vietnamese	••○○○

## Skills

Business development
Sales & marketing
Financial planning
Optimization of business processes
Project management
Team management
Delegation
Communication
Negotiation

## Tools

ChatGPT, Claude, Gemini,
Copilot
Google Ads, Meta Ads
CRM
Project planning and management software
iWork, MS Office
JS, Python, HTML, CSS
Github

# TOMAS VALIUKAS

## Profile

20+ years of experience leading international business ventures. Proven ability to establish, grow, and scale companies across IT, payments, telecom, tourism, advertising, and events sectors.

## Experience

**Co-founder, InBlock.ai.** LT — Oct 2024 - Sep 2025

Developed an AI agent-based platform that aggregates and analyzes information on crypto assets, helping users make informed investment decisions and identify potential scams.

**Business development, ASHBURN Int.** LT, KG, UZ — Jul 2023 - Sep 2024

Pursued business development opportunities across the payment industry, establishing strategic partnerships with key industry players, such as banks, acquirers, processing centers, alternative payment organizations, etc. Independently secured a \$6M sales lead, the largest in the company's history.

**Owner/director, Saigon Star Travel Ltd.** VN — Jul 2016 - Mar 2023

Started a tourism and event company, the first to acquire commercial balloon flight license in Vietnam. Pivoted the company's focus towards advertising and event services for the local market during COVID-19. Sold the company after achieving an annual turnover of EUR 600k+ with a 40% net profit margin.

**Business development, Mediafon, JSC** MM — Jul 2015 - Jul 2016

Negotiated the deployment of mobile money interoperability platform with Myanmar Payment Union and Central Bank. Conducted feasibility study for data center construction (60 to 180 racks) in Yangon. Operations were suspended in anticipation of the impending military coup.

**Co-Founder, Widerfi** LT, UK, US — Jun 2013 - Jun 2023

Mobile data at local prices globally. Led startup from inception to successful launch on Bité network. Attracted EUR 1.2M investment from Mediafon, Practica Capital, Nextury Ventures. Achieved revenue generation within a year.

**Business development, Mediafon, JSC** AZ, NG, VN — Jan 2011 - Jan 2013

Played an instrumental role in winning the Number Portability tender in Azerbaijan. Conducted mobile money feasibility study in Vietnam.

**Regional Partner, Mediafon, JSC** SE Asia — Apr 2008 - Jan 2011

Established and led companies in Thailand and Vietnam, managing a team of over 50 people. Launched TV shows and websites with telco VAS elements as the main monetization channel. Generated over USD 10M in revenue within two years with a net profit margin of 10%.

**Other experience** FR, LT, RU, UA — Jan 2000 - Dec 2010

Owned a sawmill and wood pellet, briquette production facility (Ukraine), served as the Director of the Lithuanian Business Club in Kaliningrad, interned at OECD (France), served as a Lithuanian diplomat.



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## Education

<b>University of Sussex, UK</b>	— Postgraduate Diploma in EU Policy, 2002
<b>MRU, LT</b>	— Master of Arts, EU Public Policy and Governance, 2002
<b>CIUE, EE</b>	— Bachelor of Arts, International Business, 2000
<b>Klaipedos Azuolyno Gymnasium, LT</b>	— Maturity Certificate, 1996

## Notable Facts

### Evacuation flight from South East Asia VN, TH — Mar 2020

In response to a request from the Embassy of the Republic of Lithuania during the COVID-19 pandemic, organized the evacuation of Lithuanian citizens stranded in Thailand and Vietnam via a charter flight to Kaunas in cooperation with Bamboo Airways. The operation included chartering the aircraft, adapting the Vietnam Balloons booking system from balloon reservations to airline ticketing, and establishing temporary coordination units in Bangkok and Ho Chi Minh City to facilitate transportation of scattered citizens to the airport. All tasks were completed within a highly constrained timeframe. [\[Link to press article\]](#)

### Assignment of Honorary Consul

VN — Various

Initiated the appointment process for the Honorary Consul of the Republic of Lithuania in Ho Chi Minh City, Vietnam, facilitating improved access for the Lithuanian community and businesses to government institutions of the Socialist Republic of Vietnam. Also served pro bono as Vice Honorary Consul and representative of the Lithuanian–Vietnamese Economic and Cultural Cooperation Association.

### BBTC Capital Partners

SG, VN — Jan 2018 - Jan 2021

Assisted BBTC Capital Partners in the acquisition of multiple assets in the tourism sector, including the landmark \$70 million acquisition of Victoria Hotels & Resorts.

### Coaches & Mentors

Darius Maikštėnas - CEO and Chairman of the Board at Ignitis Group. Formerly my co-CEO at Widerfy. Provided deep insights into corporate governance, strategic thinking, and executive leadership.

Arūnas Babrauskas - Founder of Mediafon ITC (Dubai) and the broader Mediafon Group. Helped me understand how to build and scale mid-sized companies, and how to effectively network with high-level government officials and executives of major corporations.

Darius Gudaciauskas - Chairman of the Supervisory Board at Jaukurai; former CEO of Franmax (Maxima Group), Delfi, and TEO. Mentored me in managing large teams and navigating complex corporate environments.