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Strategic Project Manager with a hybrid background in financial markets, enterprise blockchain consulting, sales, and digital asset infrastructure. Proven track record leading cross-functional teams, securing over \$5M+ in funding, and advising top-tier crypto startups. Strong command of project scoping, risk management, and stakeholder engagement with emerging technology fluency across tokenized assets, AI-driven trading systems, and decentralized governance. Passionate about bridging traditional finance and next-gen digital solutions.

Skills

AI Agents | Productivity | Workflow (*Make, n8n, Zapier*)

Agile & Waterfall Project Management

API (*Application Programming Interface*)

Blockchain (*Solana, Ethereum, DeFi, Tokenization*)

Business Development

Critical Thinking

Data Analysis | KPI Tracking | CRM (*Airtable, HubSpot, Salesforce*)

LLM (*Large Language Models*)

Product Design (*UI/UX*)

Product Lifecycle Management

Risk Management & Controls

Sales & Negotiation

Stakeholder Communication (*C-Level & Investor Relations*)

Tokenomics & Digital Asset Structuring

Quant Finance & HFT (*Develop, Research, Trading*)

Programming: *HTML, Javascript, Python, Pinescript, React, Solidity*

Tools: *AWS, Asana, Binance, ChatGPT, Claude, Coinbase Advanced, CoinGecko, CoinMarketCap, Docker, DXTrade, Figma, Framer, Google Workspace, Interactive Brokers, Jira, MetaTrader, MetaMask, MatchTrader, RemixIDE, Telegram, TopStepX, Trello, TradingView, Tradovate, Visual Studio Code*

Experience

[ALTA Blockchain Lab](#), Remote — CBDO / Blockchain Strategy Consultant

01/2021 - PRESENT

- Led strategic development of tokenized financial products and digital asset infrastructure, contributing to a total ecosystem valuation exceeding \$12.8B.
- Partnered with global platforms like PI, NEAR, Sandbox, and TRON, aligning solution delivery with institutional-grade standards and risk controls.
- Drove technical discovery and implementation of bespoke Web3 solutions, enhancing platform asset performance by 40%+.
- Managed end-to-end lifecycle for investor outreach, pitch materials, and due diligence, securing over \$50M in capital across early-stage ventures.
- Spearheaded blockchain advisory for cross-functional teams, optimizing use cases in DeFi, digital identity, and token utility.
- Elevated market visibility through executive thought leadership, strategic events, and earned media at global Web3 summits.

Rizza Cadillac, Tinley Park, IL — Senior Sales Executive & Strategic Client Lead

09/2018 - PRESENT

- Generated over \$1.2M/month in revenue through high-performance sales strategies and customer engagement systems.
- Cultivated high-value relationships using CRM-driven pipeline analysis, resulting in a 30%+ boost in client retention and repeat business.
- Delivered consistent 25% YoY growth, emphasizing data-informed decisions and personalized outreach methodologies.
- Introduced SOPs for tracking lead performance and closing efficiency.

Education

Google Project Management Certificate

06/2024 - 07/2024

Completed over 100 hours of project management education. Efficiently and effectively managed projects using traditional and agile methods. Strong understanding of organizational structure, business processes, effective communication, and leadership styles.

Harvard Business School, Online – BBA

1/2020 – 1/2024

Business Administration & Management

Projects/Achievements

Deal Flow Network

– [On-Chain Dealflow](#)

Built and established a private networking group on Telegram for deal flow, specifically for AI, Blockchain, and Web3 founders and investors.

Trading Algorithm

– [ChainAlgo](#)

Developed a machine learning-based trading algorithm for intraday forex and futures markets, with successful deployment on TradingView and MetaTrader.

SocialFi Project

– [SocialBlock](#)

Built a decentralized identity and engagement protocol on Solana, integrating token incentives, StaaS mechanics, and real-time community interaction tools.

Funded Trader

– [TopStep](#)

Earned a 5-figure funded account through disciplined risk and liquidity management, showcasing active understanding of market structure and institutional trading.

Crypto Alpha Agent

– [WhaleGen](#)

Built an autonomous AI agent that analyzes on-chain data, token listings, and market flows to generate real-time trading insights. Designed for institutional-grade alpha delivery across X and Telegram using AI-powered signal logic.

Cadillac Dealer of the Year (2018-2024)

JD Power Sales Excellence Award (2022, 2023, 2024)

Top Blockchain Accelerator 2023