

Ivan Krause

CCO, Head of Sales and Business Development, Crypto/IT/Fintech/Hi-Tech

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EXPERIENCE

Guardarian, Tallinn – Business Development Lead

June 2022 – Present, part-time project (3 months)

Business Development Team Lead. Crypto B2C, B2B on- and off-ramp solution, B2B DeFi exchange.

CoinsPaid, Tallinn – Business Development Manager LATAM

December 2021 – February 2022 (3 months)

Tasks: to find new partners in the LATAM region. Bank accounts opening in LATAM countries, the foundation of the new entities. Card processing for B2C wallet for LATAM clients. Partnerships and affiliates on LATAM and EU.

KryptoX, Tallinn – Sales and onboarding AML specialist

October 2021 – December 2021 (3 months)

Crypto startup, organized the onboarding of the new clients and partners, combined this role with AML functions and sales plus partnership accumulation.

Bering Optics, Tallinn – Chief Commercial Officer

July 2015 – August 2021 (6 years)

I was the representative of the US based manufacturer in the European Union. Managed the sales processes in Europe, Asia, LATAM, Africa and ANZ regions. B2B and B2G sales and contracts. I controlled the sales processes, partnerships, marketing, logistics and legal in the following regions. Participated in trade shows and exhibitions, traveled more than 20% of all time. Responsible for partnerships and affiliates in the EU.

Bering Optics, Tallinn – Head of Sales

July 2014 – July 2015 (1 year)

Whilst ensuring that each market shows continued growth in sales, my real focus is on developing each market individually to ensure that the Bering Optics brand becomes the 'go-to' night vision and thermal brand for many years to come. This involves training existing and new distributors, their retail customers, and appointing brand ambassadors in each country. Coordinating the affiliates and partnerships activity.

SKILLS

Sales and Business
Development

Crypto and Blockchain

Marketing

Team Leadership

Project Management

CRM, Agile, NFT, DeFi

ACHIEVEMENTS

TOP-10 Young Entrepreneur.

I've been selected by the Estonian Chamber of Commerce and Industry as one of the TOP 10 Young Entrepreneurs of Estonia in 2020.

Company turnover increased for 580+ %.

Launched more than 20 new products.

Brand recognized in TOP-6 in EU. In the Thermal optics industry in the commercial and LE market.

LANGUAGES

English, Estonian, Russian-
Fluent.

German, Italian – A2

My LinkedIn: <https://www.linkedin.com/in/ivan-krause/>