

MOHIT JAIN

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Experience

CHOMP (Gaming startup building social gaming experiences on Solana)	Remote
Founder's Office	Sept 2024—May 2025

- Drove growth and engagement through large-scale community campaigns such as *Battle of the Memes* and *Ultimate CHOMPer*, achieving **80K+ impressions, 4K+ sign-ups** and generating revenue worth 12 SOL
- Led user acquisition and marketing activations during Breakpoint Singapore 2024 and Hong Kong Hacker House 2024 to strengthen regional brand presence
- Collaborated with engineering to introduce **gamified product features** — daily streaks, mystery boxes, and raffle rewards — improving user retention and average session time
- Led 6x community growth (**1K → 6K**) by launching XP-based engagement and reward programs that drove consistent participation, while managing a 3-member marketing team
- Designed and coded a **campaign microsite with real-time database sync**, enabling automated leaderboard tracking and seamless prize distribution worth USD 4K
- Helped execute fundraising initiatives from preparing investor decks to coordinating due diligence (company grew from a **\$500K angel round to Series A**)

Tezos Blockchain	Remote
Partnerships Manager	Feb 2022—Aug 2024

- Expanded partnership pipeline from **4 to 30+ projects**, onboarding key collaborators such as Huddle01, Web3Auth, and Guardian Link
- Headed marketing and community programs to boost brand visibility; led over **25 city-based meetups** and contributed to PR, reporting, and campaign launches
- Evaluated and funded high-potential startups as part of the Indian Grants Committee, deploying non-dilutive capital to support early-stage growth

Etherspot – Pillar Project	Remote
Partnerships Lead	May 2022—Apr 2023

- Secured **5+ integration partners** for Etherspot's Account Abstraction SDK, including Gain Network
- Developed DAO proposals and established measurable KPIs for sales and BD functions
- Represented the company in ecosystem partnerships and early product outreach

Ernst & Young (EY)	Remote
Assurance Associate	Aug 2020—Mar 2021

- Supported Canadian onshore cross-functional teams in the performance of audit procedures for major Canadian Banking clients such as Toronto-Dominion, Bank of Montreal and more
- Liaised with European counterparts over Business compliance and Audit reports
- Safeguarded clients' assets with diligent risk assessments and recommending appropriate internal controls

Education

Manipal University	Manipal, Karnataka
Bachelor of Commerce with ACCA. GPA: 7.96/10	2020

General Management Program, Stoa (Alt MBA)	Remote
Coursework: Economics, Marketing, Branding, Finance, and VC	2021

Kernel Fellow	Remote
Web3 Fellowship run by Team Gitcoin	2022