

# Imran Haqeen Razli

Deputy Head of Strategy

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 Kuala Lumpur, Malaysia

## Profile

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Engineering graduate with 3+ years of experience building blockchain ecosystems from the ground up. Proven in driving growth through strategic partnerships, grant programs, and builder initiatives. I believe effective ecosystem building requires strong relationships, unwavering support, and creating opportunities for collaboration. Passionate about blockchain's potential to transform the financial system and foster a more equitable world through public infrastructure.

## Professional Experience

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### Tezos (TZ APAC)

*Deputy Head of Strategy*

Dec 2023 – present  
Remote, Singapore

- Promoted to lead Fortify Labs, a startup studio dedicated to being the most people-centric accelerator in the crypto space, driving a strategic pivot in company direction toward builder-focused initiatives.
- Built the program from the ground up, transforming builder initiatives from a minor aspect of TZ APAC's operations into the organization's primary focus. Currently manage a team of two full-time and one part-time employee.
- Developed an ecosystem dashboard to align team efforts with strategic goals, enhancing transparency and performance tracking
- Wrote investment memos and secured \$400k in investments from the Tezos Foundation for the cohort, with projects raising approximately \$2.5M to date, demonstrating the program's success and growth potential.
- Onboarded 16 advisors from leading organizations such as DBS, Binance, Standard Chartered, and Huawei, enhancing the program's credibility and industry connections.
- Drove partnerships with key ecosystem players including ARC Community, GVRN, AWS, and Draper Startup House, fostering collaboration and expanding the network within the blockchain community.

*Project Manager*

Jul 2022 | Remote, Singapore

- Operationalized builder initiatives, including the TZ APAC Incubator Program, successfully onboarding 30 projects across two cohorts. Projects within these cohorts collectively raised over \$4M in early-stage funding, significantly advancing the ecosystem despite a challenging Tezos venture environment.
- Facilitated strategic partnerships with key industry players such as Amber Group, AWS, CoinGecko, and Draper Startup House, enhancing the visibility and reach of Tezos within the blockchain community.

*Analyst*

Aug 2021 | Remote, Singapore

- Operationalized the small grants program, resulting in three consecutive years of renewal and distributing over \$200k annually to support emerging projects.
- Achieved a 400% increase in the number of projects building on Tezos, contributing to the growth of one of the most active NFT art communities in the crypto space.

- Invited to join a project from the TZ APAC Incubator Program as a strategy advisor, leveraging my expertise in blockchain ecosystems to provide strategic guidance.
- Designed a comprehensive go-to-market strategy, focusing on optimizing user engagement and growth within the NFT and blockchain gaming sectors.
- Consulted on game and blockchain mechanics, aligning project development with market trends and best practices to maximize adoption and sustainability.

**Education**

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**University of Bath, BEng Mechanical Engineering**

Sep 2017 – May 2020  
Bath, United Kingdom

Final year project: "Automated parameterization of PEM Fuel Cells using optimization algorithms and neural networks" (75/100)

**Skills**

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**Blockchain Ecosystem Development**

L1/L2 Blockchain Expertise, Ecosystem Strategy, Grants Management, Hackathons

**Technical Proficiency**

Python, Rust, Solidity, Data Analysis, Ecosystem Dashboard

**Communication & Leadership**

Partnership Development, Stakeholder Engagement, Cross-functional Collaboration

**Strategic Partnerships**

Public Speaking, Technical Writing, Team Leadership, Strategic Planning

**Certificates**

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**Neural Networks and Deep Learning** – deeplearning.ai

**CS50: Introduction to Computer Science** – Harvard

**Advanced Open Water Licence** – PADI

**Languages**

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English	● ● ● ● ●	Malay	● ● ● ● ●
Bahasa Indonesia	● ● ● ● ●		

**References**

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**Katherine Ng, Managing Director, TZ APAC**  
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