



MARVIN LIONEL MOBIO

Connecting Opportunities, Growing Businesses

WORK EXPERIENCE

Digital Currencies Governance Group - (Public Affairs)

Head of Business Development & Partnerships

2025 - Present

I lobby with Governments and policy makers in UK, EU, MENA and LATAM on behalf of my clients. I make impactful introductions by leveraging my existing Web3 contacts in high positions and expertise in B2B sales. I build strong high converting pipelines from scratch, implement strategies and using software tools to engage high profile prospects, and, most importantly, deliver results.

Public Affairs | Networking | Industry Conferences | Business Development Strategy | EU, UK, UAE & LatAm | HQ Lead Generation | Client Engagement | Pipeline Management | Performance Reporting | Training Delivery | C-Level Collaboration | Regulatory Consultancy | Targeted Outreach | Strategic Partnerships | Revenue Generating

Revolut - (Fintech Bank)

Sr. Account Executive

2024-2025

Extending our revolutionary banking services to web3 and tech companies in a compliant manner. First in my team to target the crypto space.

FX & FX Forwards | Regulation | Acquiring | Payment Gateway | POS | Corporate Cards & Expense Management | C-Level Negotiation | Deal Closing | Targeted Outreach/Pipeline Generation | Multi-Stakeholder Deal Closing

Solutionize LLC - (Software Consultancy)

Head of Business Development & Partnerships (web3)

2022-2024

Implementation of sales strategies specifically targeting Blockchain companies. Managed a team of 5 SDRs and cumulatively closed deals and partnerships worth **\$15m+** during my tenure.

Leadership | Project Management | Team Management | Sales strategy | API Integrations | Process Automation | Developer Relations | C-Level Negotiations | Multi-Stakeholder Deal Closing

Oasis Protocol Foundation - (Layer 1 Blockchain protocol)

Business Development Manager

2021-2022

Expanding the Oasis ecosystem by strategically incentivising talented teams to deploy their ideas on our network. Helped 20+ teams secure grants and 2 teams secure funding via my VC introductions.

Crypto Ecosystem Growth | DeFi, CeFi, NFTs, P2E, GameFi, SocialFi, DePin, IoT | VC Networking & Investing | Tokenomics | Hackathon Judge | Events Exhibitions | Thought leadership | Public Speaking | TVL Growth | NFT Floorprice | Blockchain Infra

Web3 & Tech Co-Founder - (Exited 2021)

2018-2021

Crypto ATM Business, Saas Business; Kiosk & Epos Business; Trading Agents/Bot; Freelance Consultant

PROFILE

Accomplished business development professional with over 8 years of experience in the **traditional finance, blockchain, tech/tech start-up, government** and highly regulated **banking** sector. Areas of expertise include, **hyper personalised cold outreach, multi-stakeholder deal closing, in-person networking events, public speaking, thought leadership** and **new logo partnerships**. My work is always target driven. I treat my work like my own start-up which means that I have the urgency of a founder with a "bigger picture" mentality. Due to my TradFi background, I am highly analytical, which allows me to use BI and CRM tools in advanced ways, resulting in really strategic and hyper-personalised contact with my prospects. I love people and see the best in everyone.

LANGUAGES



ENG(Native), GER (Native), FR (B1)

CONTACT

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LinkedIn

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HOBBIES

Cultural Anthropology & Linguistics
European History

Classical Music
Gym & Fitness
Networking
Blockchain Technology & AI

Entrepreneurial Mind | Fundraising | Exiting | SaaS | CEX & DEX Arbitrage Trading
Bot/Agent | AML & Crypto Regulation | Spot & Futures | Stripe Integration | Process
Automations | FX & Crypto Hedging Solutions | NFT Collection minting | Meme Coin Launch
on Solana (10m market cap)

Senior Auditor & Finance Analyst – (Traditional Finance)

Illumis Global inc. 2018–2020 | Amazon inc. 2014 – 2017

Oracle/SAP/Salesforce BI | Analytical | Accounting | Accounts Payable/Receivable
VAT | Corporate Cards | Business Partnering