Ajay Dhingra

Business Development and Partnerships

- ajaydhingra98@protonmail.com 📞 +91 9891127700 👂 New Delhi, India
- https://www.linkedin.com/in/ajay-dhingra-3a84ab207/

Profile

Seasoned Technical Business Development Lead with over 2 years of experience in market research, strategic partnerships and business growth strategies. Currently driving results in a remote work setting, contributing to the success of Unizen.

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Unizen.io, 12/2023 - present | Remote

Technical Business Development Lead

- Spearheading international sales initiatives and fostering strategic partnerships to drive business growth.
- Implementing effective business growth strategies and overseeing ecosystem management for optimal market positioning.
- Conducting comprehensive market research to inform strategic decision-making.

Unizen, io, Head of Research and Analytics 01/2022 - present | Singapore

- Led the research and analytics team, specializing in in-depth analysis of DeFi protocols.
- Played a key role in venture financing decisions, contributing valuable insights to support informed investment strategies.

PB Financial Services IMF Pvt Ltd, 01/2021 - 08/2021 | New Delhi Wealth & Risk Manager

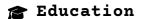
- Created portfolio management flows for corporate clients, utilizing financial data such as rolling returns, bond yields.
- -Provided guidance on tax planning and retirement strategies to high net worth individuals.

Languages

English - Highly proficient in speaking and writing

Certificates

The WallStreet School Investment Banking Certification — Acquired skills in financial analysis, valuation, and strategic decision-making for nuanced market assessments.



Bachelor of Technology - BTech, Information Technology, University School of Information and Communication Technology 08/2017 - 08/2021 | New Delhi