

Ajay Dhingra

Business Development and Partnerships

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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.

Professional Experience

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.

Education

Bachelor of Technology - BTech,
Information Technology, University
School of Information and Communication
Technology

08/2017 - 08/2021 | New Delhi