

JOSEF SCHAIBLE

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C-LEVEL EXECUTIVE

Deal Making and Revenue Generation Through Networking and Building Relationships

• Strategic Planning • Visionary Organizational Strategy & Brand Leadership

Servant leader in the entertainment and finance industries. Achieves measurable results by identifying core business strengths and leveraging competitive market advantages and building relationships that propel organizational growth. Visionary leader and change agent with superior collaboration, negotiation, and communication skills. History of putting together deals at C-level that achieve results. Expert in creating better business development and growth strategies, P&L management, forecasting, process design, building high-performing teams that are mission driven and match the established corporate culture.

CORE COMPETENCIES

Negotiation | Business Acumen | Brand Management | Trust Building | Change Management | Corporate Culture
Business Re-Engineering | B2B Communication | Business Transactions

PROFESSIONAL EXPERIENCE

Poltech, Inc. | Clearwater, FL

2006 – Present

Consultancy firm serving financial services industry.

Chief Executive Officer/Founder/Owner

Direct day-to-day management of business operations, compliance, financials, IT, and staffs as interim executive. Assist company executives with establishing brands and securing trademarks for logos and images. Provide consultation on business operations strategy and technology innovation to improve revenue, scalability, and performance. Build strategic roadmaps to growth by conducting business assessments, composing business plans, and making financial projections.

-SELECT ENGAGEMENTS-

Avatar Entertainment – Chief Executive Officer/Founder

- **Negotiated multi-million-dollar, global endorsement deals** for well-known music artist.
- **Built foundation for NFL player** by assembling and winning approval for charitable status.

AtlasBanc Holdings – Executive Director of Operations & Technology

- **Instrumental in moving institution toward becoming first-of-its-kind**, Latin American, institutional-level clearing and settlement firm.
- **\$78 million in funding** achieved through development and delivery of investor presentation.
- **Merged three separate entities into seamless system** by sourcing IT vendors for each business segment.

Wealthforge – Interim CTO

- **\$1.5 million in savings** earned by leading cost-benefit analysis of product lines and eliminating unprofitable offering.
- **Doubled client base and tripled revenues** by reducing client implementation time by 93%.
- **Saved \$3.6 million per year in software rewrites** through integration of compliance into IT process.

Templum, LLC | New York City, NY

2017 – 2018

Blockchain-powered fintech company offering regulatory-compliant platform for securities and secondary trading.

Chief Operating Officer/Chief Compliance Officer

Provided strategic leadership in focusing on rapidly evolving blockchain technology and related ecosystems. Led development, management, and commercialization of compliant digital asset solutions. Established overall financial and operational infrastructure while overseeing daily operations. Partnered with ownership to develop sales growth strategies.

- **Interviewed hundreds and hired total of 20 employees**, including CFO, CTO, programmers, and support staff.
- **Filed and received approval to be first securities token broker dealer within three months, an unheard of concept**, by persuading regulators that securities could be traded on the blockchain.
- **Negotiated trading partnership terms with high-profile companies** inclusive of NASDAQ and Citi.
- **Created sustainable investment program** through negotiations with U.N.

SALT Lending Holdings, Inc. | Denver, CO**2014 – 2017***Pioneered Crypto-backed lending.***Director of Blockchain & Crypto Lending**

Served as company's initial COO/CCO in consulting role. Developed detailed budgets and forecasts for revenue streams and business operations. Built operational infrastructure necessary for organization scaling. Drove development and commercialization of key products and solutions. Established innovative go-to-market strategies, optimized products and resources, and implemented incremental improvements within products' life cycles. Influencer through structuring solid deals.

- **Increased company's value from \$1 million to \$250 million** by assisting with marketing campaign development.
- **\$55 million in initial funding** raised through development and delivery of high-impact investor presentation.
- **Played key role in establishing company** as first-to-market crypto lending facility.
- **Achieved global footprint** through establishment of offices in London and Mauritius.

NexTrade Global | London, UK**2008 – 2010***Online trading platform for financial derivatives that created fungibility across products that are now commonplace.***Chief Operating Officer**

Provided day-to-day leadership in support of CEO's vision for company. Identified opportunities for improvements in quality, efficiency, productivity, and cost control.

- **Secured over \$1 billion in secured lines of credit** by building presentations that illustrated daily ROI.
- **\$20 million in funding** gained through commitment from Lehman Brothers.
- **Created fungible trading system** by assembling board comprised of world's eight largest banks.
- **Contributed to design of first-of-its-kind software** that made trading fungible between vastly different products.

Anderen Bank | Tampa, FL**2006 – 2007***Multi-branch community bank with over 100 employees, four offices, and \$119 million in deposits at time of acquisition.***IT Consultant**

Planned and set up core bank IT infrastructure strategy in areas of voice, networking, data center, and security to architect solutions that supported security and speed requirements.

- **Grew revenue from \$0 to \$50 million** through creation of proprietary risk management system.
- **Led implementation of complex software** by vetting 15 to 20 service providers.
- **Successfully avoided 2008 market crisis and increased EBITDA 228%** through refusal of risk-prone loans.
- **Automated annual state audit process** by restructuring compliance protocols.

-PREVIOUS EXPERIENCE-**LavaFlow (Division of Citigroup) | New York City, NY***Segment of Citigroup's total trading platform specializing in high-speed trading of public securities.***Division President**

- **\$3 million in reduced costs** realized within one year by altering methodology for transaction entries.
- **Over 200% increase in platform speed** accomplished through implementation of new software into legacy systems.
- **Overhauled division management** through hiring of new Chief Compliance Officer, Chief Technology Officer, and operations and trading leads.

NexTrade Holdings | Clearwater, FL*Named "Fastest Trading System in the U.S." by Trader magazine and nominated for Microsoft Product of the Year.***Chief Operating Officer/Co-Founder**

- **Grew startup from \$0 to \$25 million in revenue** yielded by obtaining Securities and Exchange Commission (SEC) approval to implement new regulation.

MatchBook | Clearwater, FL*First-of-its-kind venture that brought foreign exchange trading to retail market using internet as delivery system.***Chief Operating Officer/Co-Founder**

- **Streamlined U.S., U.K., Australian Regulatory Environments**, thereby creating cutting-edge trading platforms.

Former FINRA Licensure: Series 4, 7, 24, 27, 53, 55, 63, 79, and 99