

Jacob Koch-Gallup

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EDUCATION

- University of Southern California, Los Angeles, CA Bachelor of Arts, May 2022
 - Major: Philosophy Minor: Finance GPA: 3.81
 - Four-year Full Academic Scholarship Dean's List every semester

CERTIFICATIONS & SKILLS

- Technical: Nansen, Dune Analytics, Glassnode, PitchBook, Bloomberg Terminal, TradingView, and Excel
- Certifications: Securities Industry Essentials, FINRA – Issued Jan. 2021
- Languages: Conversant in French and Spanish

EXPERIENCE

- **Solo backpacked through Southeast Asia** Jul. 2023-Apr. 2024
 - Spent 10 months solo traveling to 8 countries in Southeast Asia
 - Volunteered at Sylvis Hostel in Chiang Mai, Thailand for 2 months, completely rebuilding hostel's website
 - Learned to scuba dive (earned 4 certifications), surf, wakeboard, motorbike, and dirtbike
- **Token Creation Consultant, Emerging Assets Group, Remote** Sep. 2022-Jun. 2023
 - Helped design tokenomics (token distribution, value accrual, and vesting schedule) for two tokens
 - Grew Blu Arctic (\$BARC) and Gold Retriever (\$GLDN) to \$103M MCap and \$54M MCap at ATHs
 - Wrote whitepapers for Blu Arctic & Gold Retriever, multiple press releases, and pitch decks
 - Created go-to-market strategy and managed 4 social media accounts
- **NFT Project Manager, Moonclub, Remote** Sep. 2022-Jun. 2023
 - Managed 7 employees, including developers, marketers, artists, and interns
 - Developed and ran 20+ NFT projects from start to finish with \$500K+ in revenue
 - Responsible for full sales cycle, from prospecting to contract signing, using CRM
 - Maintained communication with 10+ concurrent clients through email and weekly meetings
- **Venture Analyst, Token Metrics Ventures, New York, NY** Feb. 2022-Nov. 2022
 - Led pre-seed, seed, and Series A investments in multiple crypto projects leveraging \$10M+ AUM fund
 - Sourced and evaluated 25+ early-stage crypto investment opportunities weekly
 - Wrote multiple 5-page investment memos monthly covering strongest fundamental crypto projects
 - Interviewed 5+ project founders weekly determining quality of potential investment
 - Networked and shared deal-flow with 15+ crypto venture funds & incubators
- **Investment Analyst, Token Metrics, New York, NY** Sep. 2021-Nov. 2022
 - Co-founded and managed NFT project with \$2.5M in revenue and \$3.7M in secondary trading volume
 - Created fundamental research scoring system for NFT projects using 13 metrics
 - Developed and hosted NFT Hidden Gems show weekly for YouTube channel with 147K subscribers
 - Designed AI-generated token descriptions using GPT-3 for top 50 cryptocurrencies
 - Co-hosted daily hour-long crypto podcast covering news, investment strategies, trends, and projections
 - Conducted project research and operations for a DAO investment syndicate
 - Collaborated weekly with Investments team to track objectives and key results
- **Investment Research Intern, Token Metrics, Remote** Jun. 2021-Sep. 2021
 - Produced 18-page deep-dive investment report on Algorand
 - Utilized TradingView daily to conduct Gann technical analysis on cryptocurrencies
 - Monitored and analyzed top 10 cryptocurrencies daily through Bloomberg Terminal
- **Private Wealth Management Intern, Raymond James, Beverly Hills, CA** Feb. 2020-Mar. 2020
 - Developed detailed reports on 50+ companies to assess value as potential clients (cut short due to Covid-19)
 - Researched companies' financial summaries, key ratios, and disclosures daily using Thompson ONE
 - Tracked 30+ stock baskets, updating each basket daily to determine portfolio performance
 - Produced earnings reports based on Earnings Whispers to assist Senior VP in investment decisions