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

- **Associate, 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, & partnership announcements
  - 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