# Jeremy Osborne

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**Ex-Ethereum Foundation & Ex-DCG**, Nomadic, US Citizen able to work in AMER & EMEA Timezones :
6-year Crypto Native with an engineering background and experience in web3 startup sales and partnerships, public goods fundraising, and lead generation. A hard-working hustler that thrives in high EQ environments with cross-functional teams to onboard, evangelize, and close deals with a deep network in the Ethereum and adjacent communities.

**TLDR; Crypto Experience**

- 8/24 - 3/25: **Ethereum Foundation**, Ecosystem Fundraising (Public & Network Goods Fundraising) Initiative, EcoDev Team
- 4/24-8/24: Freelance BD, Conference Representation, Sales Outbound & Lead Generation for **Ultrade**
- 3/24: Personally curated relationships between: **Blocknative** and **L2BEAT** for Data Availability Co-Marketing Campaigns and **Kindly Impact** & **Impact Plus** for social impact integrations across the full value chain of transparency.
- **1/23-1/24: Partnerships Manager @0xKYC**
- **11/2023: DevConnect GnosisDAO Pitch Competition Finalist**
- **2/2023: EthDenver Bufficorn Ventures Pitch Competition Finalist and SporkDAO portfolio company**
- 2020-2022: **University** of Denver **Web3 Club Founder and President,** Created educational content and workshop opportunities for university students seeking to understand the real world applicability of Web3 protocols each week by hosting discussions and onboarding. Coordinated networking connections and university outreach for the Web3 club. Fostered the largest university ran Web3 competition in Colorado at the time with $7,500 in prize proceeds and over 30 undergraduate and graduate participants.
- 2/22 - Present: 15+ Web3 Conferences and counting.

## SKILLS

**Strategic Partnerships & Account Outbound:** Use any medium necessary for inbound lead generation such as Telegram, Email, Linkedin, & twitter to contact potential leads, Avid attendee of conferences in web3 (11+), Degree in Computer Science for technical DD-qualifying leads and developing opportunities., Identifying growth opportunities when speaking to potential clients for cross functional collaboration as well as staying up to date on the market for identifying new opportunities.

**Relationship Building and Representation:** Avid conference representative for promoting current companies' products and services as well as networking with all actors including developers. Extensive network of developers from past hackathons and conference attendees.

**Technical Due Diligence & Sales Engineering:** With a degree in computer science and experience in sales I am very capable to talk to stakeholders of all levels of technical experience. Given tutorials and onboarding presentations in many contexts, from university students to onboarding clients to drive adoption as well as analyze the technical integrity of a product and team for investment.

**Blockchain Technical Expertise:** Rust, C++, MEAN & MERN Stack, Node, Staking Services Proficiency, Protocol Research, Explaining complex blockchain ideas, Strong Technical Understanding, Deployed Smart Contracts, Docker, Prometheus, Datadog

## WORK EXPERIENCE

### Ethereum Foundation
09/2024 - 03/2025

The Ethereum Foundation (EF) is a global non-profit organization dedicated to supporting Ethereum and related technologies.

**Ecosystem Fundraising Coordinator** • Remote • Contractor

- Orchestrated collaborative fundraising initiatives across the Ethereum ecosystem, securing strategic grants and funding for high-impact public goods.
- Implemented and managed a comprehensive CRM to track funder relationships, grant pipelines, and ecosystem engagement with precision.
- Cultivated and stewarded partnerships with key ecosystem funders and organizations, aligning on shared priorities to execute coordinated funding rounds.
- Produced high-quality funding materials, including grant specs and pitch decks, to support ecosystem teams and drive successful fundraising outcomes.

## Ultrade Inc
04/2024 - 08/2024

White label, B2B2C, DEX-as-a-Service trading infrastructure

**Business Development Representative** • Remote

- Spearheaded lead generation and executed cold outbound outreach across various verticals, including centralized and decentralized exchanges, launchpads, token projects, and key opinion leaders (KOLs) for Ultrade.org's Web3 trading infrastructure tool.
- Attended industry conferences to network and curate strategic business partnerships, enhancing Ultrade.org's visibility and growth in the Web3 trading infrastructure space.

## 0xKYC, Inc
01/2023 - 01/2024

Web3 Zero-Knowledge KYC ID product using Soul-Bound Tokens for Sybil Resistance | $6.9MM Valuation | https://0xkyc.id | Liquidated Q124 lack of funding, revenue, & regulatory headwinds

**Partnerships Manager** • Remote - Poland • Part-time

- Sourced and procured new partnership leads to implement our software solution, leveraging my extensive network and industry knowledge to identify new business opportunities and strategic partnerships.
- Collaborated closely with clients to develop and refine Go-To-Market and Product Strategy initiatives, aligning our offerings with their specific needs and market demands. This involved conducting in-depth discussions with clients to gather insights and feedback, ultimately enhancing our product's market positioning and value proposition.
- Pitched to investors in high-profile pitch competitions, securing funding from prominent investors and representing 0xKYC as a thought leader in the web3 space. $30K EthDenver Bufficorn Ventures & SporkDAO Pitch Comptetion Finalist.

## Foundry Digital
08/2022 - 10/2022

DCG Portfolio Company, FOUNDRY USA BITCOIN POOL OPERATOR & Institutional Staking Services, Laid off during Genesis Liquidation Q422

**Staking Engineer** • Remote - NY, USA & Europe • Full-time

- Strategized and implemented a premium enterprise grade staking service through protocol research and setting up node infrastructure for different proof-of-stake protocols using internal and external protocol documentation through cloud infrastructure.
- Built proof-of-concept staking masternodes/validators to support Operation Team deployments as well as generating internal protocol documentation processes.
- Provided support to existing infrastructure from network failures and node failovers and optimized existing protocol node infrastructure through designing new architecture deployments for scaling.
- Integrated monitoring metrics on nodes using custom Prometheus exporters and Datadog scripts.

## KEH Inc
06/2021 - 06/2022

Keh.com | $50MM Revenue Company | Camera E-Commerce Marketplace

**Software Architect** • Remote • Full-time

- Designed a workflow for employees to access an internal reference knowledge base of records and inventory for a $50 million revenue company.
- Deployed an internal front-end no code tool for database management appends, updates, and deletes of internal inventory and inventory inspection processes.
- Research and deployment of WordPress framework integration and migration from old, outdated architecture using Docker, Kubernetes and GCP for company blog.

## STEM-Away
05/2020 - 08/2020

**Full Stack Project And Technical Lead** • Remote • Internship

**Entrepreneurship Intern** • Remote • Internship

## Bachelors of Science in Computer Science
**University Of Denver** • Denver, CO, USA • GPA: 3.7
09/2018 - 06/2022

Minors in Math and Entrepreneurship

## M.Sc. In Blockchain And Cryptocurrency
**University Of Nicosia** • Nicosia, Nicosia District (Lefkoşa), Cyprus
09/2021 - 12/2021