

Способы связаться

www.linkedin.com/in/julia-komen
(LinkedIn)

Основные навыки

Anti-Money Laundering
Communication
IT Outsourcing

Languages

German (Limited Working)
English (Full Professional)
Russian (Native or Bilingual)

Julia Komen

The best crypto compliance solution on the market: AML KYT/ KYC/ KYB
Telegram: @juliamlbot
Дубай, Объединённые Арабские Эмираты

Общие сведения

I am a high-performance Business Development Manager with proven track record in the crypto industry.

My passion lies in helping businesses thrive while navigating the complex landscape of digital assets.

Currently, I am proud to be a part of a crypto compliance team which focuses on providing automated AML KYT, KYC/ KYB solutions, offers crypto legal consulting to SMEs, assists with crypto investigations for those who have fallen victim to crypto fraud.

I am committed to revolutionising compliance practices and ensuring a secure future for businesses in the crypto space.

Let's connect and explore how we can cooperate together.
#SalesManager #Crypto #AML #KYT #KYC #Blockchain #Innovation

Опыт работы

AMLBot

Senior Business Development Manager
августа 2023 - Present (1 год 1 месяц)

One-stop crypto compliance solution: automated AML KYT, KYC/B services for your business.

Crypto legal consulting

AML trainings

Crypto investigations

PureFi

Partnerships Development Manager
августа 2023 - Present (1 год 1 месяц)

BTCEX

Senior Business Development Manager

марта 2023 - июня 2023 (4 месяца)

- I help crypto projects expand their business to Asia
- Get professional consultations on business development plans and find the most relevant listing solutions
- Participating and attending crypto events in EU and Middle East region
- Building partnership conditions with crypto related businesses

P2B Crypto Exchange

3 года 4 месяца

Senior Business Development Manager

июля 2020 - мая 2023 (2 года 11 месяцев)

Spain

Helped more than 200 crypto project get listed, run fundraising campaigns, receive top notch PR, marketing, market making and advisory services.

As a Senior Business Development manager my main goal is to generate the biggest revenue for the company by providing personalised solutions for clients.

I exceeded the KPI on ongoing basis, the best indicator: exceeding the plan by 70%.

I work with customers from all over the world, have 5+ years of experience (both in software development and crypto) in business negotiations both online and offline, attending networking crypto events (Middle East and EU regions) which helps me to build even stronger business relationships with current and potential clients.

Partnership supervisor

февраля 2020 - июля 2020 (6 месяцев)

Kharkiv, Ukraine

As a partnership manager, I reorganised the partners database and created a business process for partners search, templates and ongoing cooperation.

I was establishing strong partnership relationships between crypto related companies, enterprises, investors, crypto advisors and exchanges by sourcing and identifying potential partnership opportunities, negotiating and finalising the agreements.

KitRUM

2 года 11 месяцев

Business Development Manager

мая 2017 - мая 2019 (2 года 1 месяц)

Kharkiv, Ukraine

Pursuing new business opportunities via emails and other messaging outlets

Building long-term relationships with existing customers

Working with the corporate CRM system to develop and maintain prospects

Sales plan execution

Lead Generation Manager

июля 2016 - мая 2017 (11 месяцев)

Kharkiv, Ukraine

Leads development /generation/ collection via cold search, additional tools, email, and ranking platforms;

Building and cultivating relationships by initiating communication with past clients, current clients, and prospects

Manage data for new and prospective clients with CRM

eBay

Online Project Manager

июня 2013 - марта 2015 (1 год 10 месяцев)

Goods collections creation on eBay social platform

Copywriting

Content plans preparation for effective sales

Образование

Harkivs'kij Nacional'nij Universitet im. V.N. Karazina

Bachelor's degree, Sociology · (2013 - 2017)