

Contact

www.linkedin.com/in/shayancloud
(LinkedIn)

Top Skills

Business Strategy
Project Management
Marketing

Languages

English (Native or Bilingual)
German (Native or Bilingual)
Persian (Native or Bilingual)
French (Limited Working)
Spanish (Limited Working)
Arabic (Elementary)

Certifications

Command of the Message
Swift
EU in times of BREXIT
MEDDICC & Command of the Message
Oracle Sales Methodology

Honors-Awards

60 hours voluntary work (internet café for seniors at a church)
Excellent Internship

Shayan S.

Entrepreneur, Advisor, Board Member, Fundraiser, Business & Tech Leader, // TNW Innovator of the Year // Ex Oracle, Datadog // Sales, Marketing, Product, Compliance & Consumer Protection
Germany

Summary

I have experience in everything from Enterprise apps such as ERP/ EPM/SCM/HCM/PLM/CRM Systems, IoT to Cloud Monitoring, AR/ VR, Blockchain, Self Sovereign Identity & AI. My core competencies are mainly in product development, technology strategy, sales and marketing. I also have quite a deep technical knowledge but I never studied computer science. I do speak some Python, JS, Java, Swift, PHP, HTML & CSS. I am also quite an okay UI designer

I enjoy working with talented people from all strains of life who are trying to use technology to make this world better.

Automation is something I'm extremely passionate about and I'm currently trying to create Artificial General Intelligence

Experience

ColdAI

Founder, Managing Director
May 2023 - Present (1 year 1 month)
Delaware, United States

Working on the intersection of DLT and AI, autonomous agents and AGI

Tonomy Foundation

1 year
Member of the Board of Directors
January 2024 - Present (5 months)

Chief Commercial Officer

June 2023 - May 2024 (1 year)
Amsterdam Area

We are building the governance operating system of the future for governments, enterprises, start ups, universities, people and even machines.

Tonomy Network is an ABFT L1 Blockchain capable of 10k+ TPS with a focus on compliance, identity, ease of use and development, AI integration and is programming language agnostic.

TonomyID is the decentralised self sovereign Identity layer of the internet. What this means? Passwordless, Serverless identity management enabling eiDAS signatures to SSO across all your applications. We enable a data-breach-resistant Identity infrastructure for companies and governments of all sizes.

Tonomy GOV is the governance platform of the network enabling the management of nodes, fees, policies, upgrades and other things in a democratic fashion.

Tonomy DAO, Tonomy PAY and Tonomy DEV are other parts of what we are building

Deca4 Advisory

Advisor

2024 - Present (less than a year)

Dubai, United Arab Emirates

Sphera World

Advisor

2024 - Present (less than a year)

Dubai, United Arab Emirates

Swisscoast

Advisor

2024 - Present (less than a year)

Switzerland

Coinstore

Business Partner

2024 - Present (less than a year)

One of Asia's top exchanges with \$600 Million Daily Volume (16.02.24)

Hedera

Investor & Ecosystem Supporter

2019 - Present (5 years)

One of the top 700 holders of the HBAR cryptocurrency.

Government of Pangea

Board of Directors (Tonomy Foundation)

January 2024 - Present (5 months)

Pangea

World's first virtual nation built on GovOs by the Tonomy Foundation. Layer 1 blockchain network and a lot more.

Salehi Real Estate Holdings

Co-CEO

1999 - Present (25 years)

Global

A portfolio of fully owned commercial and residential properties across USA, Europe & MENA regions. Expanding to ASEAN in 2024.

TIPBOXCOIN

Member of the Board of Advisors

October 2023 - Present (8 months)

Wyoming, United States

Revolutionising how people tip service and hospitality staff members. Enabling recipients of tips to easily invest their earnings in various different ways.

Web23

1 year 4 months

Member of the Board of Advisors

February 2023 - Present (1 year 4 months)

Delaware, United States

Advising company on product management & communication of cutting edge technology in the Hedera Hashgraph Ecosystem and the wider Web3 world

Innovation Strategy & Sales Director

March 2023 - June 2023 (4 months)

Web23 is a secure DNS platform for all of your domains & profiles, tokenized on Hedera, supported by the HBAR Foundation.

- Design & Product Management for various crypto products
- Creating alliances in ASEAN to expand the use of Hedera Infrastructure
- Partnership Development
- Develop Sales Organisation
- Marketing of products on various channels

- Set up Sales Organisation from scratch
- Implementation & Integration of CRM system (Salesforce)
- Teach MEDDICC and Command of the Message Methodologies to the sales team
- Grow Marketing & Sales channels

HBAR Foundry

Contributor

2023 - Present (1 year)

SmartLabel

Advisor

2022 - Present (2 years)

De3Fi™

Co-Founder, Member of the Board of Directors & Chief Innovation Officer

2022 - 2023 (1 year)

London, England, United Kingdom

- Set up Innovation Strategy for Venture Capital
- Create Investment Methodology based on innovation Strategy
- Vetting start ups to invest in
- Design Products for various industries:

De3Fi stands for Decarbonise, Democratise, Decentralise. Developed concepts for a multitude of industries using emerging technologies to unlock value in many realms. Industries I created products for include automotive, cryptography, music & entertainment.

Metaverser

Co-Founder, Member of the Board of Directors & Chief Operating Officer

2021 - 2022 (1 year)

Singapore

- Generate almost \$3M USD in sales
- Go to Market strategy creation & execution
- Marketing & Sales
- Establish Partnerships with CERTIK & others

I left this company before ICO due to legal concerns.

A multichain Virtual World built on Unity that combines gaming and commerce into a seamless experience powered by TerraMetas Studios. You can build your own games, create buildings and other types of digital assets. Available to download now on PC, Mac, Android, and IOS.

Datadog

Account Executive & Technology Consultant Cloud Monitoring
2020 - 2021 (1 year)

Amsterdam, North Holland, Netherlands

Oracle

1 year

Account Executive & Technology Consultant Cloud ERP, EPM, SCM,
HCM, IOT, Blockchain
2019 - 2020 (1 year)

Amsterdam Area, Netherlands

Account Based Marketing & Product Marketing

2019 - 2020 (1 year)

Amsterdam Area, Netherlands

Deutschland 4.0

Founder

2019 - 2020 (1 year)

Amsterdam Area, Netherlands

Industry 4.0 initiative of Oracle for German market.

HUNY Premix

Senior Sales Strategist

2019 - 2020 (1 year)

Amsterdam, North Holland, Netherlands

Helped start up set up sales strategy.

FOCUSAL

Founder

July 2017 - July 2019 (2 years 1 month)

Germany

Marketing & eCommerce for small & medium size businesses

PIT IN CLUB Europe

Marketing & eCommerce Manager

2017 - 2018 (1 year)

Düsseldorf Area, Germany

Heading the marketing and e-commerce operations of a Japanese company in Europe. Also responsible for offline sales to local restaurants/bars/retailers.

Adieser GmbH & Akademie Am Rhein

Marketing Manager

2017 - 2017 (less than a year)

- Facebook Marketing campaigns
- Content Creation
- Target Group Data Analysis
- Data Reporting using Facebook Business Suite

Hogan Lovells

Internship Intellectual Property - Dr. Erhard Keller

2016 - 2016 (less than a year)

- Research German Supreme Court rulings
- Attended large technology law court day
- Conference with clients
- Studying cases
- Assisting a senior partner
- Research for a FAZ news article

Caspian Chemical FZCO

Internship

June 2014 - June 2014 (1 month)

Düsseldorf Area, Germany

- Research
- Translation
- Analyzing potential Partners

Education

Harvard University

Professional Certification in Leadership and Communication, Leadership and Communication · (2021 - 2022)

London South Bank University

Bachelor of Business Administration - BBA · (2023 - 2023)

Y Combinator

Start Up School · (2023)

University of Amsterdam

Bachelor of Science - BSc., Communication Science · (2018 - 2019)

Harvard Kennedy School

Exercising Leadership Professional Certificate, Harvard LEAD1X · (2020)