

JACKSON BLAU

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WORK EXPERIENCE

Manager of DeFi and Crypto, Business Development Lead, *Inveniam* — Remote

Oct 2025 – Present

- Closed institutional commercial agreements: a white-label distribution term sheet (revenue share, non-circumvention), 4 LOIs (incl. a JV term sheet for a \$20M raise at \$100M pre-money backed by \$250M of executed assets, and an ERC-7540 vault-curator LOI at 10% net-fee economics), and 30+ negotiated MNDAs across DeFi protocols, vault curators, custodians, market-makers, and institutional asset managers.
- Manage direct MD/CIO-level relationships at a \$200B+ UK long-duration allocator, a \$600B+ alternative asset manager (MENA distribution partner, Abu Dhabi crude-benchmark ETF), a \$40B+ RIA, multiple L1 foundations actively allocating stablecoins, and a leading fintech infrastructure provider; ran nine rounds of executive Q&A with a specialty SMB lender CEO through term sheet; held the firm's first in-person UAE FSRA regulator discussion (April 2026).
- Built financial models and commercial structures for deal memos: \$125M ABS tokenization (blended financing modeled from ~8.0% to ~6.5%, \$3.53M annual savings across A/B/C/D subordination on a \$73.95M tranche), \$200M-valuation foundation token offering, Inveniam Chain tokenomics (\$30M / 400M allocation, \$7.6B FDV / \$750M daily-volume scenarios), and binding SLA frameworks (T+0 redemption, T+14 placement) across a tokenized asset manager, global market-maker, and bulge-bracket placement agent.
- Coordinate cross-functionally with outside counsel (Hess Legal, Morrison Cohen), regulators (US OCC/Fed/FDIC, EU MiCA, ADGM, UAE FSRA), and internal data, AI, product, and sales teams on structured-finance and tokenization workstreams; track GENIUS Act and CLARITY Act stablecoin implications for GTM impact; report to the Chief Strategy Officer with reach across 20+ firm executives.

Vice President of Business Development, *infineo* — Remote

Jul 2023 – Oct 2025

- Led the minting of \$500M+ in onchain life-insurance policies, making The Ledger the fastest-growing RWA tokenization platform globally; exceeded every quarterly digitization goal from Q2 2024 (\$114M minted vs. \$100M goal) through Q4 2024 (\$329.8M minted vs. \$320M goal).
- Sourced and closed the M&A acquisition of Capaxa and LifeNotes that catalyzed infineo's \$5M seed round, sourced \$3.025M of the round through my own introductions, and led IR through the merger including data-room and DD management; promoted to Vice President and elevated as the only VP onto the firm's Scale Team following the Stearns Financial acquisition.
- Architected the firm's consolidated post-acquisition brand identity ("Stearns Financial Powered by infineo"); built infineo's CRM (tens of thousands of leads), led migration from ActiveCampaign to HubSpot, and co-led conversion of the firm's CRM and productivity stack to Microsoft Dynamics 365 and Power BI.

Research Analyst, Business Development Lead, *Security Token Market* — Miami, FL

Jun 2021 – Apr 2023

- Sourced and managed a portfolio of RWA tokenization client accounts; booked STM's largest enterprise value contract to date (RealT).
- Authored full-length equity research reports, market analyses, and some of the earliest deep industry research published on the tokenization category; produced the weekly What's Drippin newsletter to 5K+ collector-investor subscribers at 3.84% CTR as the distribution channel for the research desk.

EDUCATION

University of Michigan — Ann Arbor, MI

May 2023

B.A. in Economics and Entrepreneurship, University Honors. Blockchain & Tokenization independent study. Semester abroad in Madrid, Spain.

SKILLS, INTERESTS & SERVICE

Tooling: Google Suite, Microsoft 365 & Dynamics 365, HubSpot, ApolloPro, ActiveCampaign, Power BI, JIRA, Confluence, Asana, ClickUp, Monday, Trello, Zapier; R, STATA, SQL.

AI Proficiency: Daily user of Claude, Cursor, ChatGPT, and NotebookLM for deal-memo drafting, customer-call synthesis, prospect enrichment, document parsing, and prototyping; built infineo's 95%-accuracy AI document extraction across 12+ carriers, authoring 50+ JSON training keys personally; have built custom outreach and BD enrichment agents across the Inveniam pipeline.

Interests: Lifelong sports-card collector (Detroit Lions); personal DeFi positions across Aave, Morpho, RealT, Lofty, SPiCE VC, BCAP, tZERO, RedSwan, and Exodus; basketball, football, and MMA.

Community Service: Vice President, Alpha Epsilon Pi; volunteer with JARC (Jewish Association for Residential Care), Friendship Circle, and BBYO.