

VIVEK RAMAN

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DIGITAL ASSETS

Etherealize

New York, NY

Co-Founder, CEO

August 2024 - Present

- Founded Etherealize, with the backing of the Ethereum Foundation and Vitalik Buterin, as the institutional marketing and product arm for the Ethereum ecosystem, aiming to bridge traditional finance (TradFi) with blockchain technology
- Led the development of institutional-grade products and education initiatives to facilitate the adoption of Ethereum by TradFi
- Assembled a team combining expertise from Wall Street and the Ethereum community to drive product development and strategic partnerships. Currently leading team of 20 across product, research, business development, and marketing
- Positioning Ethereum as the most secure, reputable blockchain ecosystem for ongoing institutional adoption

BitOoda

New York, NY

Managing Director, Crypto and AI Investment Banking

June 2023 – August 2024

- Led capital raises and asset sales for BTC miners, data centers, and AI companies, and built Ethereum tokenization vertical
- Worked with cutting-edge clients setting up AI GPU (NVIDIA H100) data centers and cloud platforms to offer AI compute

Head of Proof of Stake Product Development

June 2022 – June 2023

- Led research and product development for BitOoda's Proof of Stake vertical with a focus on the ETH and L2 ecosystem
- Focused on tokenization, business development for rollups, ZK protocols/hardware, and institutional ETH staking
- BitOoda is a regulated digital assets investment bank whose mission is to onboard institutions into the crypto ecosystem

Celsius / CelsiusX

Austin, TX

Senior DeFi Researcher, Business Development and DeFi Partnerships

September 2021- June 2022

- Conducted deep diligence on DeFi protocols across EVM ecosystem for partnership and liquidity deployment via CelsiusX, the DeFi arm of Celsius, aiming to bridge across EVM blockchains and wrap native and non-native ERC20 tokens
- Built strong institutional partnerships with ETH L2s and apps for deployment, long-term adoption, and user growth

INSTITUTIONAL FINANCE

Nomura, Vice President, Distressed/High-Yield Credit Trader

April 2018-April 2019

- Expanded buildout of Nomura's distressed/high-yield/loan trading desk with robust client activity across trading, research and sales; helped expand credit franchise in special situation sectors including shipping, tech, gaming, publishing, commodities

Deutsche Bank, Vice President, High-Yield Credit Trader

June 2017 – January 2018

- Helped rebuild Deutsche Bank's institutional high yield desk; established trading presence in the following sectors: healthcare, retailers, consumer products, shipping, gaming; increased desk connectivity with institutional clients and hedge funds

UBS, Director, Distressed/High-Yield Credit Trader

August 2016 – June 2017

- Built a high-yield and distressed credit trading desk when the bank was looking to expand fixed income presence; helped in hiring, marketing, franchise building, and risk management as well as sourcing primary and secondary trading opportunities

Morgan Stanley, Vice President, High-Yield/Distressed Credit Trader and Research Analyst

June 2010 – August 2016

- Traded a high-yield cash/CDS book specializing in the following sectors: retailers, shipping, satellites, gaming, tech, media, consumer products, homebuilders, building products, distressed situations
- Expanded desk presence in HY ETF trading and electronic platform trading
- Desk analyst covering media, building products, aerospace/defense, industrials, and consumer products

REAL ESTATE

Resinvest

New York, NY / Chicago, IL / Milwaukee, WI

Co-Founder, Managing Partner

January 2013 - Present

- Building and currently operating a buy-to-rent real estate platform to opportunistically invest in attractive distressed, foreclosed, and listed residential real estate (condo, single family, multifamily) as well as distressed land parcels across TX, FL, NC, GA
- Current portfolio contains 37 SFR properties and 150+ land parcels bought/sold
- Obtained leverage from Blackstone's B2R Finance, Colony Capital, and local banks via portfolio loans on pools of properties

EDUCATION

Yale University

New Haven, CT

B.A. in Economics

August 2007 - May 2010

- GPA: 3.71/4.0; Relevant Coursework: Financial Theory, Financial Booms and Busts, Multivariable Calculus
- Co-founded and ran Yale Business Society (YBS), which became Yale's largest business organization, hired and managed a team of 40 staff members; launched inaugural conference with several CEOs as speakers, created BusinessSphere magazine
- Elected Co-Pledge Chair of the Sigma Chi Fraternity; managed a rush class of twelve students through initiation process