Marko Stokic

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WORK

idOS - Identity Layer developed by Fractal ID   **Remote**
Ecosystem Lead   *09/2023 – 03/2024*
- Project management of the technical implementation by NEAR, Gnosis and Aleph Zero
- Responsibility for product adoption by ecosystem clients' dApps
- Partnership development for new use cases

Fractal ID - Crypto DIDs & Compliance   **Remote**
Founders Associate   *09/2022 – 09/2023*
- Founder support through strategic partnerships and investor reporting
- Sales strategy responsibility with team management (3 sales managers, 2 lead gen specialists)

Wayra - Telefónica's Venture Capital Arm   **Munich, Germany**
Investment Analyst   *05/2020 – 05/2022*
- 2-person investment team with 6 investments and 2 exits
- Lead for AI and Blockchain markets

Working Student, Investments   *02/2020 – 04/2020*
Intern, Investments   *06/2019 – 08/2019*

DZ Bank AG - German Central Cooperative Bank   **Frankfurt/Main, Germany**
Intern, Sales Control & Planning   *03/2016 – 05/2016*
- Supported the company-wide implementation of a newly developed pre-calculation software

EDUCATION

Università Bocconi   **Milan, Italy**
MSc. in Management   *08/2018 – 05/2020*
- **Major:** Entrepreneurship and Innovation
- **Clubs**: Research Lead @Bocconi Blockchain and Cryptocurrencies Association
- **Thesis:** "State of Venture Capital and the Government's Role – Case of Germany"

Göteborgs Universitet - Handelshögskolan   **Göteborg, Sweden**
Exchange Semester   *09/2019 – 01/2020*
- **Relevant Coursework:** Innovation Management, Entrepreneurship and New Business Development

Goethe Universität   **Frankfurt/Main, Germany**
BSc. in Economics and Business Administration   *04/2014 – 06/2017*
- **Major:** Finance & Accounting
- **Thesis:** "Market Reaction to Designation of Systemically Important Financial Institutions"

SKILLS & INTERESTS

Languages: German, English (native); Serbo-Croatian (fluent)
Interests: Chess, Kitesurfing, Food Fermentation, Front End Development, Hugo Award Books