

ALBERTO DE PABLO

FINRA-Licensed BD Leader | Onchain Payments · Stablecoin GTM · DeFi Protocol BD · AI Automation GTM

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SUMMARY

I help Web3 and AI-driven companies scale revenue through institutional partnerships, ecosystem BD, and go-to-market strategy. 9+ years bridging TradFi credibility (FINRA-licensed, \$50M AUM at Merrill Lynch) with hands-on Web3 and AI operator experience. Built DeFi protocol integrations, designed enterprise stablecoin payment architecture, closed \$1M+ in blockchain grants across Coinbase, Stellar, and 25+ ecosystems, and now build AI automation infrastructure as a founder.

EXPERIENCE

Aigentic Systems — CEO & Co-Founder — Las Vegas, NV

May 2026 – Present

AI automation infrastructure for traditional SMB operations — replacing manual workflows with intelligent agents across real estate, operations, and business development.

- **Real Estate Deal Sourcing Agent** — Built AI agent for off-market property sourcing, automating lead identification and pipeline qualification for real estate operators.
- **SMB Operations Automation** — Deployed automation systems for SMB clients, reducing manual overhead and accelerating revenue-generating workflows.
- **AI-First GTM** — Applying Web3/DeFi BD playbook to AI automation — ecosystem partnerships, distribution deals, and market expansion for Aigentic's client base.

Allora Labs — BD Manager — Remote

Nov 2025 – May 2026

Decentralized AI network powering predictive intelligence for DeFi, prediction markets, and automated trading.

- **DeFi & Prediction Market Partnerships** — Built and helped introduce strategic integrations with DeFi protocols, prediction markets, and perpetual trading platforms to drive adoption of Allora's decentralized AI network.
- **AI-Powered Sales Automation** — Deployed automated outbound BD system using Claude AI, increasing partner pipeline velocity across DeFi and institutional segments.
- **Ecosystem BD Strategy** — Owned end-to-end partnership motion from sourcing through execution, targeting DeFi infrastructure, perp DEXs, and onchain prediction platforms.

Zero Labs Accelerator — Cohort 3 · SME Mentor — Las Vegas, NV

Ongoing

Nevada-funded accelerator focused on the Las Vegas economy.

- **Cohort 3 Participant** — Selected for Zero Labs' competitive accelerator program focused on onchain payments and Web3 GTM strategy.
- **SME Mentorship** — Advised 3 early-stage founders on onchain payment architecture, BD strategy, and GTM execution across Zero Labs cohorts.

Bitwave — BD & Blockchain Partnerships — Remote

Sep 2023 – Dec 2024

CFO tech stack for B2B payments, digital asset accounting, and onchain reporting for enterprise clients.

- **Coinbase B2B Payment Architecture** — Designed first-of-kind integration of Coinbase Custodial Payments with Oracle NetSuite ERP, enabling enterprise crypto payment infrastructure.
- **GTM Strategy & Ecosystem Education** — Developed and executed go-to-market strategies across Polymesh, Arbitrum, and Stellar ecosystems; produced NASBA-accredited CPE content for licensed accountants and financial professionals.
- **\$220K Grant Acquisition** — Secured blockchain development grants to fund ERP integration expansion and accredited educational content programs.
- **Strategic Partnerships** — Built ecosystem relationships with EisnerAmper, Plaid, and Stellar Foundation; created and owned the full Partnership Lifecycle Process.

- **\$500K+ Grant Acquisition** — Sourced and closed blockchain development grants from Coreum, VeChain, ICON, and others to advance the \$USDS stablecoin and Stably Ramp fiat on/off-ramp widget.
- **DeFi Ecosystem Expansion** — Identified and delivered growth opportunities across EVM, Cosmos, and 25+ blockchain ecosystems, expanding stablecoin distribution into new protocols.
- **Payments Optimization** — Analyzed fiat-to-stablecoin conversion metrics to improve approval rates, reduce payment friction, and optimize costs.
- **Regulatory & Payments Expertise** — Deep knowledge of payment processing systems, acquiring banks, PSPs, and compliance requirements, including FIN-2019-G001.

- **\$50M AUM Portfolio** — Actively managed investment portfolios for HNWI, enterprise clients, and retail investors.
- **FINRA & Regulatory Compliance** — Maintained strict adherence to BSA/AML/OFAC and SEC standards across all client activity.
- **FinTech Advocacy** — Early advocate of self-directed 401K platforms, robo-advisors, and digital investment solutions for retail investors.

SKILLS

Business Development & Partnerships: Ecosystem partnerships · Strategic alliances · Channel development · Institutional BD · Cross-functional collaboration

Sales & Pipeline: Pipeline management · Account management · Outbound prospecting · Deal structuring · Negotiation · Contract execution

Payments & Financial Infrastructure: Onchain B2B payments · Stablecoin infrastructure · Payment processing systems · ERP integrations (NetSuite, Oracle) · Fiat on/off-ramps

Web3 & Blockchain: DeFi protocol partnerships · Grant funding acquisition (\$1M+ secured) · Multi-chain ecosystem strategy (EVM, Cosmos, Stellar, Arbitrum) · Smart contract integrations

Compliance & Regulatory: BSA/AML/OFAC · FINRA Series 7 & 63 · SEC regulatory standards · FIN-2019-G001

GTM & Market Strategy: Go-to-market strategy · Market expansion · Product-market fit · Competitive positioning

Tools & Platforms: Salesforce · Oracle NetSuite · Supabase · CRM systems

AI & Automation: Claude AI · ChatGPT · Gamma · Notion AI · MCP integrations · API integrations · AI agent development · Prompt engineering

EDUCATION & CREDENTIALS

Education	B.S. Business Administration: Contract Law — Cal Poly Pomona
FINRA	Series 7 · Series 63 · Series 66 — BrokerCheck CRD# 6308950
CRPC	Chartered Retirement Planning Counselor
Insurance	CA Life & Health License

COMMUNITY & THOUGHT LEADERSHIP

[CryptoMondays Vegas](#) — Chapter Organizer: scaled weekly blockchain community events at Circa Casino to hundreds of attendees; secured \$10K+ in conference sponsorships through strategic residency partnerships with casino operators, Web3 startups, and institutional clients.

Crypto Yacht Club — Prev. co-organized invite-only Web3 networking event in LA with 120+ attendees including founders, VCs, and executives; cultivated relationships that led to 500+ partnership intros and deal flow for portfolio companies.

WORK SAMPLES & ARCHITECTURE DOCS

[albertointelligence.ai](#)