



# IGOR HALETA

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## Professional Summary

C-level executive with 8+ years building and scaling crypto products and operations across EU, UAE, and MENA. Proven track record in exchange operations, regulatory compliance (VARA, VASP), team scaling (3→68), and P&L management (\$1M+ raised). Deep expertise in CEX/DEX development, tokenization, and go-to-market strategy for regulated markets.

<ul style="list-style-type: none"><li>• Crypto Exchange Operations (CEX/DEX)</li><li>• Regulatory Compliance (VARA, VASP)</li><li>• P&amp;L Management &amp; Budget Control</li><li>• ICO/STO/Tokenization Consulting</li></ul>	<ul style="list-style-type: none"><li>• KOL Partnerships &amp; Community Growth</li><li>• Business Development &amp; Partnerships</li><li>• Team Building &amp; Leadership (up to 68)</li><li>• 0→1 Product Launch &amp; Scaling</li></ul>
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## Professional Experience

### Head of Exchange Operations

#### UMO | FinTech — Dubai, UAE

Jun 2025 – May 2026 · 1 yr

Led 0→1 launch of VARA-aligned crypto exchange infrastructure and operational framework for UAE market entry.

- Designed operating model, fee structure, liquidity strategy
- Built VARA-aligned compliance architecture: KYC/AML, risk, internal policies
- Developed go-to-market strategy for MENA
- Coordinated cross-functional execution across compliance, product, and operations teams
- Built partnerships with liquidity providers and service providers

### Chief Executive Officer

#### Comet Space | Blockchain Gaming Studio — Dubai, UAE

Jun 2024 – Jun 2025 · 1 yr

Led full business operations - P&L ownership, team scaling, product launch, and go-to-market execution across mobile and Web3 platforms

- Secured \$1M+ in funding; owned full P&L responsibility including budget allocation and runway planning
- Built and led cross-functional team from 3 → 68 people across product, engineering, marketing, and blockchain
- Led go-to-market strategy and platform distribution across mobile and Web3 channels
- Launched Poomb Creatures on App Store, Google Play, and Telegram; scaled to 50,000+ users within 3 months of marketing launch

## Crypto Exchange & Regulatory Consulting

### Independent Consulting — Europe & MENA (Remote)

Sep 2022 – May 2024 · 1 yr 9 mos

Provided BD, operations, and regulatory consulting to crypto exchanges and digital asset platforms across EU, UAE, and MENA.

- Led market expansion and BD for CEX startup in Poland/EU; built local team and drove regional trader acquisition and institutional onboarding
- Managed VASP licensing process with legal teams; represented clients at 5+ blockchain conferences across EU
- Built KOL network for Bitget EU launch: 100+ influencers engaged, 30+ active partnerships, \$30M+ monthly trading volume generated
- Secured institutional partnerships in Poland; managed cross-functional teams across marketing, compliance, and product
- Advised UAE crypto exchange on VARA compliance framework: licensing checklist, KYC/AML design, and operational readiness

## Head of Crypto Operations

### Stobox (USA) — Remote

Jul 2018 – Jun 2022 · 4 yrs

Led business operations across ICO/STO consulting, crypto exchange development, and tokenization platform. Brought into Stobox following successful Gate.io token listing facilitation; separately brokered \$200K investment from Gate.io into a market-making firm.

- Delivered end-to-end launch services for 10+ ICO/STO projects (real estate, logistics, banking, digital assets); led investor roadshows in China and EU
- Built and operated CEX and DEX platforms for tokenized securities; scaled trading volume +30% through liquidity and market-making strategies
- Owned tokenomics design, fundraising strategy, exchange listings, and community growth (bounties, airdrops)
- Managed compliance, risk, and operational systems; coordinated product, legal, and engineering teams; expanded into Poland securing institutional partnerships; managed team of 10+

## Business Development Analyst (Internship)

### Polski Akcelerator Technologii Blockchain — Warsaw, Poland

Nov 2017 – Jun 2018 · 8 mos

- Supported Poland's Digital PLN (CBDC) initiative; researched stablecoin and digital currency adoption models
- Collaborated with government institutions and private sector stakeholders on blockchain feasibility

## Education

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**Master in International Relations** · Lazarski University, Warsaw · 2016–2018

**Bachelor in International Relations** · Lazarski University, Warsaw · 2013–2016

## Additional

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**Side Project:** Built AI companion app from 0 → App Store in 8 weeks; designed 9-layer memory architecture with persistent identity and emotional continuity; built AI orchestration overcoming LLM session reset limitations (React Native, Claude API, Supabase); localized into 7 languages

**Languages:** English (Professional), Polish (Native), Ukrainian (Native), Russian (Native)

**Media:** Featured in BelnCrypto, DailyCoin, Bitcoin.pl, FXMAG, Comparic

**Recommendations:** 10+ LinkedIn recommendations from C-level executives and industry professionals - [linkedin.com/in/igor-halet](https://www.linkedin.com/in/igor-halet)