



Kurt Bierbower, MBA · 3rd
 Vice President of Business Development at GameStop - Blockchain and Cryptocurrency Business Development Executive

-  GameStop
-  Georgetown University

Washington, District of Columbia, United States · [Contact info](#)

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About

Business Development Blockchain and Cryptocurrency Executive: Led business units spanning sales/growth/partnerships at the largest professional services firm globally (Deloitte), a publicly traded Japanese IT/FinTech conglomerate, and several mid-size blockchain technology and cryptocurrency companies. These include a cryptocurrency wallet/custody solution, a regulated cryptocurrency exchange, and a cryptocurrency conglomerate (stablecoins, mining, gaming, NFTs and exchange).

Global, active rolodex at hundreds of cryptocurrency and technology firms. Executive level relationships at exchanges, MMs, trading firms, liquidity providers, blockchains, lenders, token issuers, DeFi platforms, hedge funds, banks, payment platforms, technology providers, consulting firms, etc.

- Blockchain and technology expert (6 years in Blockchain, 4 years in crypto custody and trading platforms)
- \$1B+ in new revenue/business opportunities generated across several industries.
- \$100M+ in direct technology sales.
- 8 business development teams managed, encompassing hundreds of employees.
- Sourced, structured and negotiated strategic partnerships, JVs and M&A opportunities.
- Advised C-suite executives and Government leaders on critical business decisions for over a decade.
- Led large cross-functional teams to solve complex business challenges for top clients across the globe.
- Negotiated highly complex contracts in excess of \$100M each.


Specialties: Strategic Partnerships, SaaS Sales, Business Development, B2B Growth, Strategy, Cross-Functional Team Management, Operations, P&L Management, Venture Capital.




Industries/Verticals: Blockchain, Cryptocurrency, Exchanges, Trading, Fintech, Payments, Financial Services. Past clients have included Fortune 500, Federal Agencies and prominent Startups.


Activity




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   397 · 109 comments


Commented · 1mo ·  **Congratulations Joe!**

   127 · 8 comments


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Experience


 **Vice President Of Business Development (Blockchain)**
 GameStop · Full-time
 Dec 2021 - Present · 1 mo
 Washington, District of Columbia, United States

 **Senior Vice President of Business Development**
 GMO Internet, Inc. · Full-time
 Sep 2019 - Dec 2021 · 2 yrs 4 mos
 New York, New York, United States


Launched the U.S. regulated cryptocurrency and blockchain technical services division at GMO Internet, the largest internet company in Japan, with over 140 global subsidiaries. This includes deal flow for the largest FX retail brokerage globally, the largest cryptocurrency exchange in Japan, a bitcoin mining operation, gaming platform, NFT platform and a regulated stablecoin issuer.

 **Head of Business Development**
 Omega One · Contract
 Dec 2018 - Oct 2019 · 11 mos
 New York, New York, United States

Omega One is the first regulated, institutional dark pool (cryptocurrency exchange) for trading digital assets without market impact. Omega was the first to secure the Digital Asset License by Bermuda Monetary Authority. Stood up and led business development. Negotiated and closed strategic partnerships. Partnerships included leading market makers, buy-side firms, OTC desks, exchanges and trading platforms.

 **Vice President Of Business Development**
 Ethos (Acquired by Voyager Digital) · Contract
 Jan 2018 - Dec 2018 · 1 yr
 Washington D.C. Metro Area


Ethos is the first universal cryptocurrency wallet, with retail and enterprise storage and payments solutions. Led all strategic p...see more


 **Engagement Manager, Technology Sales & Partnerships**
 Deloitte Consulting
 Jun 2012 - Jun 2018 · 6 yrs 1 mo
 Washington D.C. Metro Area

Led business development, sales and execution of technology and strategic engagements, including blockchain, payments, proc ...see more

[See all 7 experiences](#)

Education

 **Georgetown University**
 Master of Business Administration - MBA, Business Strategy
 2011 - 2013

 **Bucknell University**
 Bachelor's degree, Business Administration and Management
 2003 - 2007

Skills

Strategy · 1

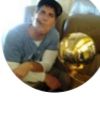

Business Development

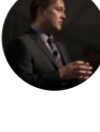

Business Strategy

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Interests

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 **Jason Calacanis**  · 3rd
 Entrepreneur, Angel Investor, Author
 633,879 followers
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