

Paul Diaz Ashot

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S U M M A R Y

Founder-operator with deep experience selling technical products to sophisticated buyers. Founding team at **GMX**, a decentralised derivatives exchange that scaled to \$450M+ TVL and \$40M+ annualised revenue with a team of three. Active Claude developer since 2023, shipping production AI deployments including a live, revenue-generating prediction-market analytics platform. Native English, fluent Russian, fluent Spanish. Right to work: UK, US, EU.

E X P E R I E N C E

Portico Ventures — *Managing Partner*

2021 – 2026

- Venture consultancy; 20+ early-stage DeFi and fintech investments including **Codex.io**; influenced **\$4M+ in aggregate fundraising** through strategic advisory.

GMX — *Founding Team · Growth & Partnerships*

Dec 2020 – 2023

- Three-person founding team; top DeFi revenue generator during tenure. Co-led institutional partnerships and capital formation, personally sourcing **\$20M+ in cumulative capital deployments** from sophisticated counterparties.
- Closed and co-closed strategic partnerships with **Chainlink**, **Avalanche**, and **Frax**, plus three further protocol integrations. Led outbound to ecosystem partners and coordinated the Gambit → GMX rebrand.
- Built institutional and community channels: 5,000+ Telegram, eight-figure LP relationships.

Effie Perine LTD. — *Operations & Client Relations*

2019 – 2020

- Accounts and operations for a private Old Master Pictures dealership; £2MM+ P.A. deal flow.

I N D E P E N D E N T A I D E P L O Y M E N T S

- **Slashwork.xyz** — AI job-search engine for startups and tech, built with Claude Opus.
- **Pawlymarket** — fully fledged Polymarket data aggregator and trading terminal used to build advanced yield strategies. \$50K ARR within two months of launch. pawlymarket.com.
- **Vinted-to-Depop reselling agent** — end-to-end autonomous fashion-arbitrage agent operated via Telegram.
- **Intelligent booking system** — Claude-powered agentic scheduler for a small local business; takes class bookings and organises future classes based on predicted demand.

E D U C A T I O N

BSc Chemistry, *University of Manchester*, 2018.

S K I L L S

Consultative selling to technical buyers · enterprise negotiation · strategic partnerships · technical product evangelism · Claude API · Claude Code · prompt engineering · agentic workflows · MCP