TABASSUM N. HAQUE

BD & Partnerships Manager | Blockchain Infrastructure | APAC Expansion

Details

Seoul, South Korea| Permanent Resident

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Age: **36**

Nationality: **Bangladeshi**

Country of Residence: **South Korea**

PROFILE SUMMARY

BD & Partnerships professional with 9+ years of experience driving Web3, Blockchain, and AI business growth across APAC, Europe, and North America. Specialized in market expansion, cross-border partnerships, and go-to-market strategy for blockchain infrastructure and Web3 platforms.

Fluent in English, Korean, and native Bengali, I bring strong multilingual communication capabilities along with a proven capacity for critical problem-solving and steady leadership in dynamic, multicultural environments. With a background bridging technical engineering and business strategy, I consistently deliver scalable ecosystem growth, regulatory readiness, and high-impact B2B relationships for global Web3 companies.

CORE COMPETENCIES

- B2B Partnerships & Strategic Alliances
- International Market Expansion (APAC, SEA, MENA)
- Web3 BD Strategy & Enterprise Sales
- Token Ecosystems & Blockchain Infrastructure
- Regulatory Coordination (MAS, VASP, Sandbox)
- Cross-border Entity Setup & Operations
- Go-to-Market Strategy for Web3 Products
- Technical Stakeholder Communication
- Negotiation, Proposal Development & Pitching
- AI, Metaverse & Web3 Platform Strategy

PROFESSIONAL EXPERIENCE

BaaS Business Developer, BetweenBits Inc, Seoul, Korea

June 2025— Present

Blockchain Infrastructure | Lightning Network (Layer 2)

Responsibilities:

- Opened Singapore and Vietnam overseas entities end-to-end, enabling regional BD operations and compliance readiness.
- Led regulatory submissions including VASP, MAS, Sandbox, coordinating with legal firms, auditors, and compliance teams.

SKILLS

- **Technical**: C++, C#, Solidity, Hardhat, MATLAB
- **Tools**: Jira, Notion, Slack, GitHub, Figma
- **Blockchain**: Lightning Network, Tokenomics, VASP/MAS, DeFi, Smart Contracts, L1/L2/L3
- **Business**: Sales pipelines, Go-to-market, Market entry strategy, Investor pitching, Proposal development

LANGUAGES

English *Highly proficient (IELTS 8.0/9.0)*

Korean *Highly proficient (TOPIK 6/6)*

Bengali *Native speaker*

Hindi *Very good command*

ACHIEVEMENTS:

-2020 Seoul Honorary Citizenship, South Korea

- Korean Government Scholarship (KGSP) grantee from Ministry of Education, South Korea

- Brain Korea (BK21) grantee

- Honored by Magna Cum Laude award for excellent academic achievement

- Identified and engaged B2B partners across Southeast Asia, owning outreach, negotiation, and partnership pipeline.
- Designed service architecture and business model for Bitcoin Lightning-based BaaS platform (payments, micropayments, remittances).
- Conducted Web3 market research across SEA to validate product-market fit and expansion strategy.
- Oversaw company BI/CI development and communications strategy for global positioning.

Blockchain Consultant, Sellerket, Seoul, Korea
March 2025— May 2025

Web3-powered global live-commerce platform.

Responsibilities:

- Built blockchain ecosystem strategy, tokenomics, whitepaper, roadmap, and listing plan.
- Advised C-level team on BD strategy, revenue model, platform incentives, and global seller onboarding.

CTO & CSO, Miracle Invest, Suwon, Korea
October 2024— February 2025

Luxury e-commerce + AI.

Responsibilities:

- Planned and executed first idea of AI implementation using AI models to display luxury and well detailed clothing.
- Lead the technical team and increased the visibility and sales of the e-commerce platform within the first 3 months.
- Planned the overall trajectory of the company including Mixed reality (MR) implementation in their shops, planning AI based app for A/S of luxury brand items.
- Overall took care of the whole team including the marketing and management.

Director, Strategic Planning & Business Development (CSO)- GG56 Limited, Seoul, Korea
March 2023— December 2023

Web3/AI metadata ecosystem (real-world + metaverse integration)

(Progressed from Team Lead → Director / CSO)

Responsibilities:

- Developed and delivered 30+ enterprise blockchain proposals, with 8 adopted by government and industry clients across APAC, Europe, and North America.
- Led global partnership development, establishing collaborations in Europe (Spain, Czech Republic), North America (USA, Canada), Japan, Dubai, and broader APAC markets.
- Directed product strategy for the FingeRate metaverse app, resulting in a 67% increase in user activity following major feature enhancements.
- Oversaw token ecosystem planning, including token wallet integration to support broader platform utility and partner engagement.
- Prepared comprehensive token listing documentation: audits, whitepapers, tokenomics, and compliance deliverables.
- Managed roadmap planning for multiple Web3 applications, including FingeRate 1.0 & 2.0 and Signis Metaverse.
- Led marketing and community initiatives, driving a 30% increase in user interaction through AMAs, Telegram/Discord engagement, and targeted campaigns.
- Facilitated cross-functional coordination, weekly KPI reviews, and strategic planning cycles across technical, product, and business teams.

Strategic planning Assistant Manager(Berith Project)- Ibiz Software, Seoul, Korea
March 2018 — October 2019

First project developing Mainnet in South Korea

- Supported BD & market strategy for Singapore-based blockchain platform Berith .
- Coordinated Korean market penetration, product positioning, and technical documentation.

Country Manager (Korea)- PDX Coin, Australia
May 2019 — October 2019

Remote / Australia

Responsibilities:

- Conducted full Korean market analysis for payment and digital banking platform.
- Built and managed Korean investor and partner pipelines.
- Created localized BD materials: website, whitepaper, pitch deck.

Education

Masters - Chosun University, South Korea (CGPA: 4.38/4.5)
September 2013 — August 2015

-Major: Computer Engineering (focused on 3D image cryptography)

Bachelor - Independent University, Bangladesh (CGPA 3.93/4.0)
January 2008 — December 2011

-Major: Electronic and Telecommunication Engineering