

# Krist Sokoli

Investment Associate, Crypto / Web3 Accelerators

New York City, NY, United States | [LinkedIn](#)

Sales and business development professional who closed 19 of 24 Techstars founder commitments and personally signed 40 pharmacies in 30 days. Strong in outbound prospecting, discovery calls, and partnerships.

## EXPERIENCE

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**Investment Associate, Crypto / Web3 Accelerators** May 2022 — Apr 2024  
Techstars *Boston, MA*

Held primary responsibility for 19 of 24 startup commitments by handling equity and timing objections and explaining the value of the Techstars mentor network. Recruited 9 startups that were also interviewing with YC, Alliance DAO, or a16z Speedrun by differentiating Techstars and coordinating early offers. Managed 2,108 applications, cold-sourced 275 startups personally, and led 500 initial interviews. Prepared 60+ investment memos, presented 50 finalists to the investment committee, and facilitated 40 founder-to-partner introductions across 24 startups.

**Venture Scout | DAO Contributor** Feb 2022 — Sep 2022  
Global Coin Research DAO *Remote*

Generated 17 founder interviews from 50 outbound prospects (34%) and advanced 12 founder-approved referrals and 8 opportunities to DAO review from a 700-startup pipeline. Built a 900-contact VC and angel database in Notion, tracking outreach and coordinating follow-ups for founder introductions.

**Analyst - Messari Hub** Jan 2022 — Jul 2022  
Messari

**Postdoctoral Fellow, Strategic Development** May 2021 — May 2022  
Nevakar | Rutgers RPIF *Bridgewater, NJ*

Shortlisted 750 licensing partners and supported 28 VP-led external discussions by researching pharma portfolios, commercial capabilities, and strategic fit. Built 21 business cases across 22 pharma assets, modeling demand, competition, pricing, and launch scenarios for executive review. Supported a \$35M divestiture of 6 drug candidates with commercial forecasts, competitive research, and transaction diligence materials.

**Contract Field Sales Representative | Student Team Lead** Dec 2020 — Mar 2021  
Prescriptive Health *New York, NY*

Personally signed and activated 40 independent pharmacies in 30 days by prospecting owners, resolving workflow objections, and onboarding vaccination software. Built a 900-account target list from 2,500 NY pharmacies and advanced 119 of 167 discovery calls (71.3%) to qualified AE meetings, yielding 39 downstream agreements. Promoted to Student Team Lead after 2 months and trained 6 reps whose team signed 92 pharmacy agreements in 30 days.

**Market Research & Business Development** Sep 2020 — Nov 2020  
American Regent, Inc.

**Intern** Jun 2018 — May 2021  
Hospital for Special Surgery

**Team Lead** Apr 2015 — Aug 2019  
RITE AID

## EDUCATION

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**St. John's University** May 2021  
*Doctor of Pharmacy - PharmD*

**Xavier High School**

## PROJECTS

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**GLOBE Microloan Program**  
Developed and delivered educational workshops on blockchain technology and stablecoins

**Universal Medical Records, co-founded as product and commercial strategy lead, MedRec - Global Development Entrepreneurship Program (GDP)**  
Ran targeted research and outreach to clinics and hospitals, which produced 75 stakeholder meetings. Secured 6 verbal pilot commitments (5 clinics, 1 health system) and \$25K in grants, prizes, and friends-and-family investment by developing pricing and pitching partners.

**TCG collectibles prediction market, Pokaru**

Recruited 20 prospective users for an invite-only HyperEVM testnet. Improved onboarding with Privy SMS login and embedded wallets after product demos and user feedback.

## CERTIFICATIONS

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**Financial & Valuation Modeling**, Wall Street Prep

Mar 2020

**DeFi Ventures & Valuations Bootcamp**, New Order DAO

**Intro to VC - Analyst Experience Program**, H2 Ventures

**Market Concepts & Terminal Training**, Bloomberg

**Product Management**, Pendo.io

## SKILLS

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Partner Relationship Management · Partnership Development · Early Stage Investment · Digital Assets · Crypto · FinTech · Investing · Working with Investors · Stakeholder Management · Entrepreneurship · Operations · Incubation · Proposal Preparation · Presentation Skills · Fundraising · Bitcoin · Market Updates · Consumer Products · Benchmarking · Decentralization · Liquidity · Market Assessments · Private Equity · Investment Strategies · Trading · Cryptocurrency Trading · Quantitative Analytics · Investment Banking · Presentation Preparation · Investments · Valuation · Financial Analysis · Business Growth Strategies · Cryptocurrency · DeFi · Early-Stage Startups · Financial Modeling · Investment Valuation · Product Ideation · Business Strategy · Market Analysis · Crypto Research · Market Research · Investment Research · Tokenomics · Due Diligence · New Business Development · Ecosystem Development · Investment Analysis · Startups · Salesforce · HubSpot · Affinity · Notion · ZoomInfo · Airtable · Excel · SQL · Claude · Codex · Startup & SMB Acquisition · Outbound Prospecting · Discovery & Qualification · Objection Handling · Competitive Selling · Partnerships · CRM & Pipeline Management