

Robert Dardzinski

Senior Account Manager – Institutional Data & APIs

Canada | [LinkedIn](#)

Institutional sales and business development professional with 10+ years in crypto and traditional finance, specializing in building client relationships and closing complex deals across derivatives, trading platforms, and data services.

EXPERIENCE

Senior Account Manager – Institutional Data & APIs

Apr 2025 — Present

The Tie

Montreal, QC

Owns the full client lifecycle for institutional accounts including hedge funds, banks, and media companies. Partners with Account Executives on upsell opportunities and leads executive business reviews translating platform data capabilities into measurable value. Acts as product expert during onboarding, building custom dashboards and data configurations.

Collaborates cross-functionally with Product and Engineering teams to shape roadmap from client feedback.

Head of Business, DOPP (DEX for Options & Derivatives)

Jan 2024 — Feb 2025

Stake Capital Group

Montreal, QC

Owned end-to-end business development for a DeFi derivatives protocol, managing partnerships with venture capital firms, asset managers, and hedge funds. Built and led a BD team, establishing pipeline management standards. Spearheaded outbound prospecting of VIP institutions and crypto-native firms. Led complex deal negotiations end-to-end and drove cross-functional alignment across Strategy, Operations, and Marketing. Represented the firm at Web3 industry events.

Derivatives Sales – Associate Director

May 2023 — Oct 2023

Luxor Technology

Montreal, QC

Led sales of Bitcoin Hashrate derivatives platform (NDF/OTC), managing two derivatives managers and a trader. Built institutional relationships with asset managers, market makers, and hedge funds operating within a CFTC-registered compliance framework. Identified and executed arbitrage opportunities across hashprice contracts. Owned commercial terms including commission structure and designed volume-based incentive programs.

Institutional Sales – Senior Account Manager, Spot & Derivatives

Oct 2021 — May 2023

Crypto.com

Montreal, QC

Managed daily relationships with key institutional accounts including market makers and asset managers while leading a team of three Junior Account Managers. Designed and executed strategy to grow Spot platform volume and led European market expansion, acting as liaison between Product and Trading teams. Helped launch Crypto.com's flagship NFT project, Loaded Lions, driving institutional interest and liquidity.

Institutional Sales & Trading – Equities & Derivatives

Feb 2015 — Oct 2021

Pavilion Global Markets

Montreal, Canada Area

Built a book of 20+ institutional accounts from the ground up generating ~\$5MM/year in gross trading commissions at peak. Provided daily market and liquidity commentary to clients across Atlantic Canada and EMEA. Executed quantitative and algorithmic trading across 50+ equity exchanges in EMEA and managed trade reconciliation with middle-office and compliance functions.

Market Risk Analyst

Feb 2014 — Mar 2015

Jitneytrade

Montreal, Canada Area

Market Risk Desk

- Execute risk oversight for firm's institutional traders and clients
- Enforce risk limits across Fixed Income, Equities, and Commodities.
- Monitor firm's FX exposure and execute spot FX transactions for firm and clients needing to hedge currency positions
- Validate PnL for firm's market makers and institutional traders
- Maintain active dialogue and provide commentary to Head of Risk and CRO for various trading desks

Trader, Fixed Income

Sep 2012 — Sep 2013

OSTC Ltd.

Montreal, Canada Area

FICC Desk - Fixed Income (cash bonds and futures, rates), Currency (derivatives) and Commodities.

- STIRs Trading: LIFFE Euribor, Eurodollar, Short Sterling. Market making across the curve.
- Proprietary Trading: Managing risk, reading market sentiment, newsflow, TA. Trading calendar spreads, butterflies.
- Statistical Arbitrage: holding period for most trades is under a day

Global Markets, Fixed Income - Credit Trading

Jul 2011 — Sep 2011

VTB Capital

London, United Kingdom

Product focus: Sovereign and corporate bonds, CDS, exotics

Regional focus: CEEMEA, CIS

Manager - Portfolio Fund

May 2009 — Jun 2010

McGill Management Undergraduate Society

- Responsible for supervising and advising team of analysts
- Performed discounted cash flow models and comparable company and transaction valuations

- Mentored junior analysts and helped with valuations & presentations for senior analysts
- Held weekly meetings with students and updated on financial positions
- Selected from a pool of 40 peers to be Manager for fiscal year; reported to Management Board

Summer Analyst - Investments & Entitlements

May 2009 — Aug 2009

The Canadian Depository for Securities Limited (CDS)

- Analyzed all information pertaining to dividend, interest, principal reduction, maturity and other income-related distributions for over \$10 billion of issues
- Interacted with Issuers, Transfer and Paying Agents, and the US clearing services agency
- Created bulletins with highly specific rate, tax details and other critical information for participants
- Sat in on quarterly conference calls and presented findings along with team to members of the board

EDUCATION

University of Cambridge

Jun 2011 — May 2012

Master's Thesis

A, Thesis: Injecting Liquidity into a Solvency Crisis: Central Bank Responses to the Global Financial Collapse

Grenoble Ecole de Management

Sep 2010 — May 2012

Master's Degree in International Business

Cum Laude, Final Grade: A

McGill University

Sep 2006 — May 2010

Bachelor's Degree in BCom - Finance

B+, 1st place Gold Medalist at JDC 2010 (Jeux Du Commerce Stock Simulation Team), CFA Level I and II

PROJECTS

Faculty newspaper contributor, Monthly Financial Columnist

Published monthly columns in McGill's faculty newspaper covering financial market trends and analysis.

Flagship institutional NFT project at Crypto.com, Loaded Lions NFT Launch

Helped launch Crypto.com's flagship NFT project, coordinating go-to-market visibility across institutional clients and social channels to drive adoption among high-net-worth investors and institutions.

European market expansion and commercial execution, Spot Platform Volume Growth Strategy

Designed and executed strategy to grow Crypto.com's Spot platform volume, leading European market expansion and serving as liaison between Product, Engineering, and Trading teams to align regulatory readiness with commercial goals.

CERTIFICATIONS

Series 37, Financial Industry Regulatory Authority (FINRA)

Apr 2015

Derivatives Fundamentals and Options, Canadian Securities Institute (CSI)

Jul 2014

Trader Training Course, Canadian Securities Institute (CSI)

Jun 2014

Conduct and Practices Handbook, Canadian Securities Institute (CSI)

May 2014

Canadian Securities Course, Canadian Securities Institute (CSI)

Apr 2014

SKILLS

Trading · Valuation · Bonds · Asset Management · Wealth Management · Investments · Technical Analysis · Corporate Finance · Risk Management · Proprietary Trading · Mutual Funds · Commodity · Portfolio Management · Institutional Sales · Business Development · Derivatives Trading · Equities · Crypto Markets · DeFi · Regulatory Compliance · CFTC Framework · Pipeline Management · Quantitative Trading · Algorithmic Trading · Market Making · NFTs · Strategic Partnerships · Negotiation · CRM Management · Executive Presentations · Financial Analysis · Multi-language (English, French, Polish, Spanish)