

Sahil Goswami

President, Fintech Banking & Digital Assets

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

Global corporate development executive with 15+ years bridging traditional finance and emerging technology. Built Dart Bank's regulatory-compliant digital asset banking business from launch, capturing 35% market share of US crypto exchange fiat rails.

EXPERIENCE

President, Fintech Banking & Digital Assets

Dart Bank

Jun 2025 — Present

New York, United States

Leading Dart Bank's fintech banking and digital assets division. Continues to drive P&L growth, institutional partnerships, and technological infrastructure across digital asset services, stablecoin platforms, and cross-border settlement initiatives.

SVP, Head of Digital Assets & AI

Dart Bank

Jun 2024 — May 2025

New York, United States

Founded Dart Bank's fintech business and co-authored the firm's digital asset regulatory and risk framework with the CEO and Board, enabling launch of the first regulatory-compliant digital asset banking business in the US post-banking crisis. Established Dart as the primary US banking partner for Kraken, OKX, and Crypto.com Institutional while securing partnerships with BitGo, Gate, Visa, and Mastercard. Architected GTM strategy capturing 35% market share of fiat rail volume, driving 62% AUM increase and 41% revenue growth in 18 months. Piloted stablecoin and tokenized deposits platforms, launched DartBoard instant liquidity settlement, and implemented AI-driven fraud detection reducing losses by 37%. Advised US regulators on Genius Act provisions and positioned the bank as a national leader in regulated digital asset banking.

Consultant

Chambers Street Partners

Mar 2024 — Present

Advising blockchain/crypto initiatives across payments, asset management, and banking -
sahil@chambersstreetpartners.com

SVP, Head of Fintech Strategy

MVB Bank (NASDAQ: MVBF)

May 2023 — Mar 2024

New York, New York, United States

Led corporate strategy, payments, and partnership initiatives across fintech verticals including Crypto & Web3, Gaming, Banking-as-a-Service, and Merchant Acquiring. Managed \$1.6B of the bank's \$4B in AUM. Partnered with global payment processors and exchanges to enable institutional-grade digital asset settlement across North America, Europe, and APAC.

Member Board of Directors

Thaw Digital

Oct 2022 — Sep 2023

SVP, Head of Blockchain & Web3

MVB Bank (NASDAQ: MVBF)

Jan 2022 — May 2023

New York, NY

Directed MVB Bank's blockchain and web3 strategy across institutional custody, trading, lending, DeFi, payments, and stablecoins. Managed crypto P&L and achieved revenue and market share growth during market downturn by focusing on institutional opportunities and payment partnerships including Worldpay. Led creation of investor and startup network for MVB's corporate VC fund and instituted blockchain subcommittee under Board of Directors.

Corporate Strategy & M&A (New York Life Investments) - Senior Associate II

New York Life Insurance Company

Jun 2018 — Dec 2021

Greater New York City Area

Sourced and evaluated venture capital investments in insurtech, fintech, and enterprise tech startups for New York Life's corporate VC arm. Modeled strategic partnerships in crypto, DeFi, and blockchain. Led negotiations and due diligence on opportunities. Authored NYL's corporate crypto strategy and brokered NYDIG partnership for digital asset trading.

Senior Associate I, Corporate Strategy and M&A

New York Life Investment Management

Jun 2018 — Jan 2020

New York, NY

Assembled and led cross-functional teams across product, marketing, finance, and operations to drive innovation. Provided semi-annual forecasts to the CEO and Board on performance of three core business units: international, alternatives, and retail. Worked on M&A integration for multiple acquisitions and executed two international M&A opportunities that grew NYLIM's portfolio by \$12B while filling geographic and product gaps in Europe and Asia.

Fixed Income Research Analyst (Nuveen)

TIAA-CREF – Nuveen Asset Management

Aug 2014 — Mar 2018

Greater New York City Area

Scaled a new whole loan strategy from \$25MM to \$2.2BN AUM over three years. Generated 9.07% unlevered return in 2017 for the subprime MBS portfolio, placing the fund in the 99th percentile. Performed comprehensive credit analysis of legacy and newly issued deals using Intex Lumos platform.

Co-Founder & CFO

Lumos Leads LLC

May 2011 — Jun 2014

Greater New York City Area

Founded an internet marketing startup as a college sophomore providing social media marketing, SEO, and web development services to small businesses across the United States, India, and Australia. Generated over \$100K in revenue within the first 18 months of operation.

EDUCATION

Columbia Business School

Master of Business Administration - MBA

Executive MBA

Emory University

Bachelor of Arts (B.A.) in Economics

Concentration: Macroeconomics & Finance

Stuyvesant High School

Policy Debate Team, SING!, Model UN

Columbia University

Master of Business Administration, Executive MBA Program

Emory University

Bachelor of Arts, Economics

Questbridge Scholar (Full Scholarship)

SKILLS

Artificial Intelligence (AI) · Expansion Strategies · Leadership · Problem Solving · Business Acumen · Analytical Skills · Strategic Initiatives · Business Administration · Digital Strategy · Deal Sourcing · Capital Raising · Thought Leadership · Digital Assets · Strategic Partnerships · FinTech · Expansion Strategy · Technology Solutions · Alliance-building · Strategic Business Development · Consultative Approach · Python · R · Financial Modeling · Blockchain · Web3 · Crypto · DeFi · Stablecoin · Tokenization · Payments Infrastructure · Regulatory Compliance · P&L Management · M&A · Corporate Strategy · Venture Capital · Risk Management · Fraud Detection