

Michael Farr

Co-Founder, Business Development

United States | [LinkedIn](#)

B2B business development and investor relations professional who has built partner channels, closed high-value clients, and managed investor accounts through the full sales and post-sale cycle. Co-founded a capital-introduction business focused on institutional and deal-side relationships.

EXPERIENCE

Co-Founder and Business Development Consultant Jun 2026 — Present
Ignition Point Strategies *Remote*

Runs outbound B2B prospecting by phone, LinkedIn, and other platforms, targeting family offices, institutional investors, VC firms, deal sponsors, and broker-dealers. Handles discovery calls on capital needs and deal flow, keeps 50 to 100 active relationships moving, and introduces qualified capital sources to deal-side clients. Delivered 15 institutionally qualified leads for one client so far; the company is early-stage.

Senior Investor Relations Associate & Team Lead Mar 2026 — Jun 2026
Valorem Capital *Remote*

Ran inbound and outbound investor sales, including prospecting, discovery, investor dinners and events, presentations, and qualification. Guided prospects through the investment process and kept CRM records accurate.

Investor Relations & Portfolio Success Specialist Sep 2022 — Dec 2024
WebStreet *Remote*

Served as primary contact for 150+ high-net-worth investors on an online business-acquisition platform, covering onboarding, portfolio reviews, and retention. Generated more than \$10M in combined investment capital through new investor acquisition and reinvestment, with a 29% close rate on new-investor sales.

Digital Asset Consultant & Technical Infrastructure Lead Jun 2020 — Sep 2022
Self-employed

- Systems Engineering: Constructed, operated, and maintained high-performance computing configurations from the ground up, managing hardware architecture and network power constraints.
- Software Deployment: Installed, flashed, and tuned specialized decentralized protocol software, utilizing command-line workflows for system updates and troubleshooting.
- Technical Enablement & Advising: Advised clients on emerging technology environments, translating complex software architecture, algorithms, and security risks into clear decision frameworks.

Digital Asset Consultant & Technical Infrastructure Lead Jun 2020 — Sep 2022
Unknown

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Independent Blockchain Mining Operator Jan 2020 — Dec 2022
Independent Venture *Mexico*

Founded and ran a proof-of-work cryptocurrency mining operation that grew from one GPU to about 150 GPUs across six to seven custom rigs. Built and maintained the hardware, configured software and digital wallets, and troubleshoot power, cooling, and performance problems.

VP of Strategic Partnerships Jan 2019 — Jun 2020
7 Eagle Group *Remote*

Built and managed a national B2B client and partner portfolio, producing a 20% increase in net-new revenue. Handled partner engagement through the full business development cycle, from outreach and discovery to agreements and account coordination.

Senior Account Executive & B2B Team Lead Aug 2012 — Oct 2017
MayaLuxe Luxury Vacations *Riviera Maya, Mexico*

Grew personal direct sales from about \$800K in Year 1 to \$3.5M in Year 4 by converting inbound luxury-villa inquiries. Managed about 250 high-net-worth clients, including celebrities, and built partnerships with five to ten wholesalers and 50+ travel agencies. Owned the sales cycle from lead response through booking and post-sale.

Luxury Property Sales Executive Aug 2008 — Aug 2009
Hacienda Tres Rios Resort, Spa & Nature Park *Playa del Carmen, Mexico*

- Navigated complex, high-pressure decision environments to build trust-based relationships with high-net-worth buyers.
- Supported onboarding, training, and sales enablement for new associates, reinforcing consultative selling standards and performance discipline.

Submarine Warfare Combat Systems Operator

United States Navy

Feb 2002 — Nov 2010

Pearl Harbor, Hawaii

Served aboard USS Chicago (SSN-721) in a high-accountability operational environment. Completed Navy training in tactical network operations and electronic warfare. Received an honorable discharge.

EDUCATION

University of Phoenix

Jan 2007 — Jan 2009

Associate of Arts and Sciences - AAS in Business Administration and Management, General

United States Navy

Tactical Network Operations & Electronic Warfare

SKILLS

Customer Service · Management · Leadership · B2B Business Development · Outbound Prospecting & Discovery · Sales / Account Executive · Client Relationship Management · Customer Success & Retention · Investor Relations · Capital Introduction · Pipeline Development · Presentations & Opportunity Positioning · CRM & Follow-up · Account Growth · Team Leadership · Salesforce · HubSpot · Notion · Google Workspace · Microsoft Office · ChatGPT · Claude · Gemini · Spanish (professional working proficiency) · English (native)