

JIMMY HUMANIA

Marketing, Growth and BD | Crypto / Web3, AI, Tech

Remote, global hours · Barcelona, Spain, EU

Available now · full-time, hands-on · Pre-Seed to Series A (0–1)

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PROFILE

Marketing and growth operator with 15+ years in crypto, AI, and tech. My core ownership is product marketing, go-to-market, and paid acquisition. As CMO at GARI Network (Chingari), that work reached 175M+ downloads and ~\$11M revenue. I bring a working system to Pre-Seed through Series A teams. I'm a polyglot: English, Spanish, Hindi, Bengali, and Urdu.

SKILLS

Product marketing, digital marketing, go-to-market, brand, SEO, AEO, GEO, content, lifecycle, listings, paid UA (Google Ads, Meta Ads, crypto DSPs), business development, partnerships, KOLs, affiliates, Google Marketing Platform, Mixpanel, Dune, onchain analytics, Salesforce, HubSpot, FormAssembly, web analytics, AI agentic workflows: Cursor, Grok bot, Gemini, Claude.

EXPERIENCE

Chief Marketing Officer, GARI Network (Chingari)

May 2022 to May 2023 · Remote, Global / Barcelona, Spain

- Owned full-funnel marketing: brand, content, events, BD, and 6-7 figure paid UA. [~\\$11M revenue](#), 2.5M+ users onchain, 175M+ downloads, GARI to #2 on Solana by holders. [Expanded to Aptos \(main Solana\)](#).

DeFi Operations and Crisis Lead, Saber Labs (Cashio)

Mar 2022 to May 2022 · Remote, Global / Barcelona, Spain

- Lead recovery after a [\\$52M+ exploit](#); 280+ claims; [\\$18.3M+ refunded to 3,636 users](#) across Solana and Ethereum.

Product Marketing Manager, Moralis

Mar 2020 to Feb 2022 · Remote, Global / Barcelona, Spain

- Product marketing and GTM systems: 1.4M+ leads, 145K+ users. [Pre-seed to Series A, \\$53M across 2 funding rounds](#).

Digital Marketing Director (freelance), via Upwork

Jun 2018 to Feb 2020 · Barcelona, Spain

- [5-person agency](#). 6-figure ads, [33+ clients projects](#), 38% lead conversion.

Product Development Manager Intern, Amadeus Hospitality (formerly TravelClick, acquired by Amadeus)

May 2016 to Dec 2017 · Barcelona, Spain

- Reservations and Guest Management; Salesforce, FormAssembly, web analytics. 13K+ client sites. TravelClick tracked \$360M to \$365M on a steady 1% to 3% year-over-year organic growth path into a [record \\$373M in 2017](#).

Business Development Manager, Airtel

Jun 2012 to Jan 2015 · Bengaluru, India

- 7-person team, 3G to 4G, 200+ contracts, 10%+ conversion.

Earlier roles: Nestlé intern, Firstsource Sales and KYC

Jan 2018 to Jun 2018 · Barcelona, Spain · Jun 2009 to May 2012 · Bengaluru, India

- Nestlé ISIT: 75+ Power BI dashboards; ISO 27001, GDPR. Firstsource: Sales and KYC for Bank of America and Canada.

ADDITIONAL EXPERIENCE

Founder / Forward Deployed Product Manager (AI side project), answerFORGE

Apr 2026 to Present · Remote, Global / Barcelona, Spain · Self-employed

- Built [answerFORGE](#) (AEO/GEO, AI-visibility audits). [2x organic traffic growth](#).

Affiliate, KAST

Jan 2026 to Jul 2026 · Remote, Global / Barcelona, Spain · Freelance

- 7 intros in 3 months: Circle VP for EURC, CoinGape, EBC, Coinchange. [Product reviews](#).

Ecosystem Contributor, Solana

May 2022 to Jul 2026 · Remote, Global / Barcelona, Spain · Freelance

- [Superteam Earn](#) and [Superteam Talent](#): 10+ Solana pieces (Breakpoint, Mobile-Cycle, xNFTs); [BONK](#), [Mad Lads](#), [Backpack](#); 10+ communities, 2022–2026.

Sr. Brand Ambassador, Radix DLT (L1)

Feb 2022 to Aug 2024 · Remote, Global / Barcelona, Spain · Direct contract

- L1 brand and community through the bear: [RadFi network upgrade](#), ~3x community engagement and growth, [\\$10M ecosystem fund](#).

CRYPTO / WEB3 FLUENCY

L1 / L2: Bitcoin, Ethereum, BNB, [Solana](#), Robinhood, Tron, Base, Sui, Aptos, Monad, Radix. **Apps:** Perps (Hyperliquid, Phoenix), DEX, CEX, DeFi, RWA, Prediction Markets, Tokenization, stables, PumpFun, FOMO, StonkFun. **Events:** EBC 2022/23/26; ETHSpain 2026; Radix Madrid 2022, [Andorra 2023](#); Breakpoint 2022/25; La Familia, Spain (Superteam). **Community:** 100+ TG/Discord. **Volume:** \$30M+ personal onchain on Solana.

EDUCATION

MBA, Banking, Corporate Finance and Securities Law, EU Business School, Barcelona, 2015 to 2017

BBA, Accounting and Finance, Jain University - Center for Management Studies, 2010 to 2013