



STEFANO ZINGG

Digital Asset Product Owner &
Institutional Markets Operator

CONTACT

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Lugano, Ticino

PERSONAL

US and Italian citizen
EU passport · Swiss work eligible

LANGUAGES

English Fluent · C1
Spanish Native · C2
Italian Intermediate · B1

CORE EXPERTISE

- ▶ Institutional onboarding
- ▶ Stablecoin settlement design
- ▶ Custody policy & counterparty risk
- ▶ BSA, AML, OFAC, KYC/KYB
- ▶ Cross-border treasury & payments
- ▶ Product ownership & workflow design
- ▶ Principal OTC operations
- ▶ Liquidity management
- ▶ Compliance automation
- ▶ LATAM institutional corridors
- ▶ Digital asset market structure

INTERESTS

Hiking · Skiing
AI · Machine Learning
Monetary History
Geopolitics

PROFESSIONAL PROFILE

Digital asset operator and product owner with nine years of experience building and running institutional crypto infrastructure across US and LATAM markets. Founder and operator of a FinCEN-registered principal OTC business, with end-to-end ownership across onboarding, compliance architecture, custody policy, liquidity, settlement design, client operations, and product decisions. Experienced translating institutional requirements into scalable operating systems across stablecoin settlement, counterparty risk, KYT/KYC controls, and cross-border workflows.

PROFESSIONAL EXPERIENCE

CEO & Product Owner

Mar 2017 - Mar 2026

Union Block LLC · Miami, FL → Lugano

- ▶ Built and operated a FinCEN-registered principal OTC platform serving institutional and corporate digital asset flows across US-LATAM corridors.
- ▶ Owned product and operating decisions across client onboarding, compliance architecture, custody policy, settlement design, liquidity workflows, and counterparty risk.
- ▶ Co-built the MSB legal and compliance framework with the CCO, mapped state-level licensing requirements and virtual currency exemptions, and coordinated external legal review with Perkins Coie LLP and Nelson Mullins LLP.
- ▶ Managed 2,700+ transactions as principal OTC and onboarded 500+ corporate clients and HNWI's across US and LATAM structures.
- ▶ Designed and enforced custody and counterparty risk policies across exchanges, OTC liquidity providers, stablecoin issuers, banking partners, and compliance vendors.
- ▶ Structured and operated stablecoin settlement corridors across US, LATAM, and EU flows, aligning treasury movement with compliance controls and execution requirements.
- ▶ Deployed an automated trading and compliance system integrating trade accountability, real-time KYT via Elliptic, AI-assisted policy interpretation, and institutional trading reports.
- ▶ Platforms and counterparties: Tier-1 exchanges, institutional OTC liquidity providers, payment processors, FDIC-insured banking partners, and blockchain analytics vendors.

Advisor & Head of Research

Mar 2021 - 2023

Trebuchet Network · Miami, FL

- ▶ Led research across digital asset market structure, derivatives analytics, order book dynamics, on-chain data, and DeFi protocol architectures.
- ▶ Collaborated with engineers from Google, JP Morgan, and TU Wien on governance frameworks, tokenized infrastructure concepts, and quantitative portfolio optimization models.

Portfolio Manager - F&F Alt & ICO Strategy

Mar 2016 - Jan 2020

Private · Remote

- ▶ Managed a multi-asset digital portfolio for 24 HNWI individuals, delivering quarterly risk and performance reporting from approximately \$700k to a peak of \$4.5M in AUM.
- ▶ Executed 7+ SAFTE and ICO investments and managed exits through DEX liquidity at token generation events.

EDUCATION

Bachelor of Science in Economics

Graduated 2017

Universidad Metropolitana · Caracas, Venezuela

LICENSES & CERTIFICATIONS

FinCEN MSB Registration | Principal OTC Operator Issued Nov 2022 · Renewed Jan 2026

Financial Crimes Enforcement Network (FinCEN), US Treasury

Credential ID: 31000288665858 · Union Block LLC · Money Transmitter