



Alex Stanczyk

RESUME

Founder, entrepreneur, and technologist with over 32 years of experience in business development, operations, negotiations, marketing, security, information technology, capital markets, portfolio management, risk management, product structuring, regulation, and compliance.

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KEY ACCOMPLISHMENTS

- Cofounded, designed, and assembled strategic partners and business ecosystem to launch several regulated international funds
- Re-imagined, re-branded, and re-organized a small private business and grew to over \$100M
- Led boutique fund investor relations team to achieve close to \$50M growth
- Led negotiations in \$25M single investor deal
- Founder of tech start-up that developed world's first peer-to-peer video over IP framework; technology later sold to Comcast
- Invited as keynote speaker to Chinese government conference think tank on monetary policy and gold
- Produced podcast series *The Gold Chronicles* (YouTube)
- Combat veteran with proven ability to handle pressure and prevail under life-and-death conditions

Builder of businesses and people that innovate and produce industry-changing results. Creative problem solver with ability to identify strategic priorities and drive adoption with stakeholders on opportunities to improve.

Experienced with launching startups, building operational systems from scratch, and continuous improvement of operational efficiency through technology and innovation.

Insatiable need to understand the 'why' behind changes in markets, business environments, and customer behaviors that lead to actionable improvements.

Preference for driving change through fact-based storytelling supported by data-driven insights.

Belief in a team approach founded on the principle that teams who take ownership of the mission, communicate transparently, have shared reasons to get it done, and cultivate high morale will fight through extraordinary challenges to win.

Basic creed that people are valuable and deserve to be treated with dignity.

CORE VALUES

- Honesty
- Integrity
- Continual communication
- Ongoing iteration and improvement
- Leading with kindness and mercy while maintaining high expectations

CORE COMPETENCIES

- Idea evangelist
- Outstanding communicator/orator
- Team building and leadership by example in the daily trenches
- Process improvement
- Operational systems implementation
- Creating a culture of transparency, honesty, integrity, and superior synergy

WHAT I DO WELL

Observe the big picture and connect the dots to see priorities clearly and translate into team action, operational excellence, mentoring, discipline, strategy, fiscal discipline, reliability while maintaining high expectations individually and organizationally.

WHAT I DO NOT DO WELL

Communicating with animals (although I am learning!), running long distances, reading only one book at a time.





WORK HISTORY

June 2015 to Present

Founder, Chairman, Director

Physical Hard Assets Fund SPC and Physical Gold Fund SP Cayman

- Grew fund assets to high water mark of \$44M
- Responsible for business strategy and partner ecosystem
- Responsible for operations, technology, marketing, investor relations
- Building and mentoring team
- Regulatory navigation, product development, and innovation
- Custody, counterparty-risk, jurisdictional risk, business continuity, legal

2013-2015

Founder, Portfolio Advisory Committee, Chief Market Strategist

Physical Hard Assets Fund SPC and Physical Gold Fund SP Cayman

- One of several principal architects of Physical Hard Assets Fund SPC and Physical Gold Fund SP
- Core aspects of the fund design, strategy, structuring, implementation
- Coordinated strategic relationships and developed business ecosystem
- Research and strategy

2011-2013

Founder, Chief Market Strategist

The Precious Metals Fund – LFP Prime SICAV SIF, Luxembourg

- Founding member, designer, and advisor to the world's first non-bank private custody fully SICAV compliant precious metals fund
- Responsible for market strategy and research
- Advisory board, consulted Directors on key aspects of the physical precious metals industry as it pertained to the market vertical
- Led white label initiative in China

2011-2015

Chief Market Strategist

AFE Group of Companies

- Grew business from small private firm through \$100m
- Led the development and execution of strategic business direction for AFE Group globally with emphasis on physical gold and silver bullion logistics
- Developed, planned, and executed global public relations image
- Researched, developed, and executed global marketing strategy
- Designed, developed, and executed all new product lines
- Identified, researched, developed, and maintained strategic ongoing relationships as a core component of group's global reach
- Developed flagship company product lines such as Chain of Integrity and Private Allocated Custody
- Managed global research and served as head of research desk
- Ensured timely deliverables of market analysis products across the entire group of companies
- Continually provided evaluation and input to Directors on legal strategy in relation to custody and evolving industry vertical
- Consulted and lectured globally to and for family office, institutional, and government clients on gold and gold's role in the evolving international monetary system



2007-2010

**Executive Vice President
AFE Group of Companies**

- Managed full investor relationship lifecycle of family office and high net worth investors
- Provided global precious metals logistics for HNW/UHNW families acquisition, secure storage, transport, and liquidation of gold and silver bullion assets
- Group-wide responsibility for global footprint growth, competitive analysis, and market research
- Interviews and public appearances
- Led group-wide global marketing and managed globally dispersed production teams and deliverables

2003-2005

**Founder and Chief Executive Officer
Reeltime Rentals, Inc.**

- Led the design and development of the world's first "P2P Distributed Network" DVD quality video-over-internet technology platform that pioneered leading-edge architecture for the VOI industry
- Led company from developmental startup to public offering (reverse IPO)
- Negotiated and structured deals that led to the technology ultimately being sold to Comcast

1998-2006

**Director of Information Technology
Boeing IAM751 (Largest Aerospace Union in the United States)**

- Responsible for the IT Department; reported directly to the President
- Responsible for "three 9s" availability and uptime of all aspects of technology infrastructure for a wide area network spanning Washington State
- Managed data centers, communications, and security
- Responsible for departmental budget, management of enterprise technology lifecycle, and department staff

1994-2009

**Principle Director
KDM Consulting, LLC**

- 15 Years providing network/information technology consulting
- Clients included Boeing Aerospace, Verizon, AT&T

1989-1993

**Department of Defense
United States Navy**

- Weapon systems and small arms security specialist
- Shipboard tactical response team leader and trainer
- Command armory security and operations
- Ocean-borne weapons platform team leader

AREAS OF EXPERIENCE

Leadership

- Defining vision and roadmap
- Data-driven analysis of business performance and continual iteration/improvement
- Serving as Chairman of the Board of Directors
- Reporting results and plan to shareholders
- Conducting/Leading Board Meetings
- Identifying and selecting key executives
- Mentoring team for growth
- Improving team pedigree
- Daily/Weekly measurement of progress towards business goals and feedback to shareholders
- Keeping current on industry best practices and implementing changes as appropriate
- Adjusting team priorities based on measurement of progress towards goals
- Business performance compared to industry peers reporting
- Core business functions operating at optimum
- Reviewing and maintaining business operations, custody, counterparty risk, insurance, business continuity, governance, legal, tax, regulatory, banking, technology, finance, sales, marketing, etc. within acceptable parameters
- Public speaker

Sales/Client Relations

- Onboarding new clients and investors
- Client relations
- Client issues resolution
- Sales
- Deal negotiation
- Closing
- Generating revenue/Growing AUM

Marketing

- Defining customer and target market
- Branding
- Press Releases
- Websites
- Market research
- Direct marketing PPC
- Ad copy/content
- Audio content
- Video content
- Podcasts content
- Editorial content
- SEO/SEM
- Web analytics
- Social media marketing
- Email marketing
- Video marketing
- Community management
- Podcast marketing
- Books/eBooks

Governance

- Business continuity
- Custody
- Counterparty risk
- Insurance
- Coordinate asset inspections and audits
- Vault/Assets Reports
- Forms, Subdocs, Fund Administrator
- Maintain business compliance with offering documents, investment methodology, procedures, restrictions

Regulatory

- Regulatory compliance
- Verify and maintain business in good standing (licenses, regulatory matters, insurance etc.)
- AML/KYC



Legal

- Identify and hire law firms
- Offering Memorandum/Prospectus development
- Liability assessment
- Legal (disclaimer language)
- Tax matters by jurisdiction
- Due diligence

Operations

- Buy/Sell and refinery reporting
- Transport and security logistics

Technology

- Phone systems
- Operations
- Websites
- Datacenter
- Manage IT staff
- Domains/DNS
- Email
- Data integrity
- Cybersecurity
- Staff productivity software and systems
- SaaS
- Technology licensing
- Software development
- Back ups
- Video conferencing
- Conference bridges
- Chat/Collaboration platforms

Financial/Tax

- Audits
- Financial statements
- Insurance
- Cash flow reporting
- Payments to service providers
- Banking
- Wires for subscriptions/redemptions
- NAV review/approval
- Investor statements
- PFIC statements review/approval

SERVICE PROVIDERS/STRATEGIC PARTNERS/BUSINESS ECOSYSTEM

- Identify and hire auditors
- Identify and hire custodians
- Identify and hire administrators
- Service provider negotiations
- Deal closing

EDUCATION

- Self-taught entrepreneur and problem solver. Learned all current skills sets through trial and error and the school of hard knocks
- Combat veteran deployed to combat during Operations Desert Shield, Desert Storm, Desert Sabre
- Tactical response team leader and instructor, US Navy
- Weapons instructor and range master, US Navy
- Graduate US Naval C School 16"/50 Mk 7 Gun System
- Class leader and graduate (Hons, First in Class) US Naval Gunnery and Weapons School, Great Lakes
- Class leader and graduate (Hons), US Naval Basic Electronics Engineering, Great Lakes