

James P. McCormick

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FINTECH AND DIGITAL ASSETS | FOUNDING-PRACTICE LEADERSHIP | INSTITUTIONAL ADVISORY GROWTH

Founder-operator and institutional business-development leader who builds new commercial motions without an established playbook. Experience spans financial advisory, macro research, executive selling, product and brand creation, and crypto-native projects. Brings long-cycle digital-asset fluency, strong executive communication, and hands-on ownership from strategy and origination through delivery and operating systems.

Relevant strengths: Zero-to-one practice building | Institutional origination and consultative sales | Discovery, scoping and executive communication | Partner-led distribution | Financial analysis | Crypto market structure and DeFi fluency | Thought-leadership translation

Professional Experience

Mosquito Coast Apparel, Miami Beach, FL

May 2026-Present

Co-Founder | Strategy, Operations and Finance

- Built a limited-edition luxury resortwear company from concept through production, co-developing the brand story, initial product line, fit standards, and launch strategy.
- Assembled a specialized production network spanning silk sourcing, digital textile printing, patternmaking, cut-and-sew manufacturing, trims, labels, and fine-art print fulfillment; prepared an initial 500-shirt run for production.
- Designed the website and wrote launch copy; built an organic social presence that generated approximately 250 email sign-ups and more than 100 pre-order requests before launch.
- Negotiated artist collaborations, including an original work by Petra Cortright, and converted paintings and watercolors into production-ready repeating textile patterns in Photoshop.
- Own incorporation, vendor payments, tax coordination, bookkeeping, and operating budgets for the fully self-funded venture; opened early wholesale conversations with retailers on the East Coast and in the Caribbean.

First Gen Financial, New York, NY (Remote)

Sep 2025-Apr 2026

Account Executive and Senior Business Development | Financial Analyst

- Promoted within four months from Senior Business Development and Financial Analyst to Account Executive based on performance and expanded responsibility.
- Originated, closed, and onboarded more than 50 new clients, generating over \$3.5M in annual recurring revenue for the business.
- Analyzed financial data, modeled savings outcomes, and translated complex benefits and insurance structures into executive-level decision frameworks.
- Owned relationships from discovery and scoping through onboarding and implementation in coordination with internal teams and external advisers.

Perry International Capital Partners, Miami Beach, FL

2025

Director of International Business Development

- Led international business development for a macroeconomic research, asset-management, and private-advisory firm serving family offices, hedge funds, and high-net-worth investors.
- Originated, closed, and onboarded 40+ advisory clients, generating \$500K+ in annual recurring revenue.
- Sourced and converted investors who deployed \$5M+ in direct fund capital through targeted capital-introduction efforts.
- Built the outbound strategy from zero to approximately 20 prospective-client meetings per month across the United States, Europe, Latin America, and the Middle East.
- Translated macroeconomic forecasts, central-bank commentary, and market views into client-ready briefings, reports, social content, and live discussions.
- Helped shape subscription tiers, CRM workflows, and content funnels while representing the firm at events and exploratory roadshows.

Digital Asset Experience

Independent Digital Asset Projects, Miami Beach, FL

2012-Present

Founder, Investor and Ecosystem Participant

- Began researching and investing in Bitcoin in 2012 and has remained active across BTC, ETH, SOL, other L1/L2 ecosystems, DeFi, tokens, and NFTs through multiple market cycles.
- Developed and executed personal trading and investment theses while building a broad network of founders, investors, traders, developers, artists, and community operators.
- Launched a Solana community-token project in 2024 that reached a \$5M peak market capitalization and remained above \$100K for more than two years; built tokenomics, website, positioning, influencer relationships, content operations, and the core Telegram community.
- Participated in major industry conferences and ecosystem events, including Bitcoin Miami, while continuously tracking onchain market structure, adoption patterns, and crypto-native distribution.

Raindrop, Miami Beach, FL

2023

Director of Marketing and Partnerships

- Directed go-to-market and partnership development for a crypto trading-bot platform; sourced bot authors, managed influencer and brand promotions, and supported fundraising and content initiatives.

Remilia Corporation, New York, NY

2021-2022

Marketing and Community Management

- Managed marketing, content, events, and community initiatives for YAYO Coin and the YAYO NFT project within an Ethereum-native creative ecosystem.

Entrepreneurial and Client Experience

Raw Milk Men LLC, Miami Beach, FL

2023-2025

Co-Founder and Chief Financial Officer

- Bootstrapped and operated a cold-chain delivery business, owning incorporation, finance, customer service, marketing, procurement, and distribution.
- Reached approximately \$25K in average monthly sales and 200K+ average monthly organic X impressions, then transitioned to wholesale and sold CRM data to distributors in a successful exit.

Richard Mille, Bal Harbour, FL

2022-2023

Senior Sales Associate

- Sold approximately \$1M in merchandise per month, with an average transaction of \$380K, while developing long-term relationships with global collectors and UHNW clients.
- Managed daily financial reporting, high-security opening and closing, visual merchandising, shipping, and receiving; shared market practices with teams in Miami, Los Angeles, and Paris.

Velikiy, Miami and New York

2020-2021

Co-Founder | Sales, Operations and Logistics

- Launched a caviar brand across Miami and New York, generating \$300K in sales through direct, restaurant, specialty-retail, and distributor channels.
- Managed import compliance, customs coordination, perishable inventory, fulfillment, and supplier relationships during the pandemic.

Bulgari, New York, NY

2016-2020

Client Care Ambassador | U.S. and Canada After-Sales Operations Lead

- Managed customer service and after-sales operations for Bulgari's U.S. flagship boutique, coordinating approximately 30 weekly repairs across clients, sales advisers, watchmakers, vendors, and international service centers.
- Led service, repair, accessory, and parts logistics across the U.S. and Canada boutique network, redesigning workflows that reduced average open repairs by 50% and improved accountability for client-owned goods.

Sotheby's Auction House, New York, NY

2015-2016

Client Liaison and Executive Assistant

- Supported auctions, exhibitions, and VIP events; advised collectors, managed executive scheduling and travel, drafted communications, registered bidders, and tracked sale results.

Education and Languages

Education: Suffolk University, BA in English, 2013 | Yale School of Management, postgraduate studies in international finance and investment analysis and management, with distinction, 2021

Languages: Fluent Spanish; conversational French with professional reading proficiency