CHAD WILLIAM MATTA

Digital Asset & TradFi Leader (Payments, Stablecoins & Market Infrastructure)

Strategy | Operations | Product | Partnerships

Custody | Settlement & Reconciliation | Liquidity & Treasury | Stablecoins | Tokenization & RWA | 15+ Years Capital Markets

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SUMMARY

Digital asset and capital markets leader with 15+ years across TradFi (e-trading) and digital assets, who has built and run institutional infrastructure on both sides: FX and CFD brokerage and prime-of-prime liquidity, then qualified custody, stablecoin on/off-ramps, staking and trade desk operations. As VP at Prime Trust, a qualified custodian of 500+ people with over $4B under custody, added $5M in trading revenue in six months, launched board-approved Native Staking ($2M–$6M projected first-year revenue) and led crisis operations through Terra/Luna, FTX and Signet, after operating through the 2008 financial crisis and the 2015 SNB (Swiss National Bank) CHF shock. Seeking a senior leadership mandate, at Head or VP level, in digital asset infrastructure, stablecoins or payments.

CORE COMPETENCIES

- Business & Go-to-Market Strategy
- Multi-Asset Liquidity & Execution
- Qualified Custody & Wallet Architecture
- Licensing Strategy (U.S. & Offshore)
- Staking & Yield Products
- Product Strategy & Delivery
- Settlement, Netting & Reconciliation
- Stablecoin Settlement & On/Off-Ramps
- Compliance: KYC/KYB, KYT, Travel Rule
- Crisis & Operational Resilience
- Strategic Partnerships
- Treasury & Institutional Liquidity
- Tokenization & RWA Structuring
- Collateral & Counterparty Risk
- AI Agents & Workflow Automation

PROFESSIONAL EXPERIENCE

Kryptek LLC | Independent Consultant, Digital Assets, Payments & Market Infrastructure — Feb 2024 – Present

Advisory practice for trading-technology providers, broker-dealers, banks, liquidity providers, payment providers and funds. Clients include Centroid Solutions and Peak 15 Capital.

- Ran front-to-back trade desk operations for a Toronto institutional liquidity provider: execution with Kraken and B2C2, Fireblocks operations, banking with BCB and FV Bank, counterparty reconciliation over the BLINC network, SEPA Instant and SWIFT funding, cash positioning and daily netting across fiat and digital assets.
- Advised Centroid Solutions, a multi-asset trading technology provider (liquidity aggregation, smart order routing, real-time risk) serving 400+ institutions in 55+ countries, on expanding into digital assets: consulted its CEO and board on the workflows and a roadmap to stablecoin on/off-ramps, staking, tokenized funds and RWAs.
- Advise digital asset and payments businesses (PSPs), broker-dealers and banks on regulated market entry, covering licensing and entity structure: U.S. state money transmitter licenses (MTLs), state and OCC trust charters, GENIUS Act readiness, UAE (VARA, ADGM, DIFC) and VASP licenses in Seychelles, Cayman and BVI; also on stablecoin on/off-ramp design and banking relationships.
- Designed a tokenized fund structure for Peak 15 Capital's commercial real estate fund: Reg D, Reg A and Reg S feeders issuing LP tokens on a permissioned ERC-3643 contract, with stablecoin distributions and qualified custody.
- Designed MINOS, an AI-assisted private equity acquisition screening model that turns deal analysis into an immediate proceed-or-pass call: scores quality, transferability, financeability and durability against hard gates, with Claude and GPT auditing each other.
- Set up scheduled AI agents (Claude, GPT, Hermes, local LLMs on own hardware) that consolidate market data into a daily brief of what needs attention, plus source-cited knowledge bases; early product research on on-chain identity for AI agents.

Prime Trust LLC | VP, Strategic Business Development & Product Strategy — Jan 2022 – Jan 2024

Nevada-chartered trust company and qualified custodian of 500+ people with over $4B in assets under custody: custody, stablecoin on/off-ramps and payment rails for fintechs, merchants and institutions. Clients included Strike, Swan, Abra, Dapper Labs, Coinbits, Binance.US and FIS.

- Launched end-of-day settlement and repriced instant settlement at its true cost: trade desk volume up 27% in five weeks and $5M in trading revenue in six months, while moving clients off one-to-one execution improved capital efficiency and reduced the collateral load.
- Oversaw $125M–$150M in monthly settled volume on the trade desk and wrote its post-trade policy: institutional liquidity from B2C2 and Enigma, client pre-funding, collateral set by counterparty risk and custody balances, trade matching, reconciliation and collateral calls on repeated settlement fails.
- Kept institutional counterparties, banks and liquidity providers live on Prime Trust's rails through the Terra/Luna, FTX and Signet collapses: led crisis operations, stood up USDC liquidity on Solana, Avalanche and Stellar within a week and ran client communications.

- Won board approval for $2M in counterparty collateral during the FTX collapse; posted with liquidity providers, it secured dedicated liquidity and tighter spreads for clients including Strike, Swan, Abra and Dapper Labs.
- Launched Native Staking with legal, product council and board approval: owned the full product lifecycle, from business case and revenue model through architecture, product requirements and beta, leading up to 10 contributors; projected at $20M a year in client staking rewards and $2M–$6M in first-year revenue.
- Negotiated commercial terms with banks, stablecoin issuers, Talos, LPs (B2C2, Enigma) and staking providers (Figment, Kiln) that improved margin; held LP discussions with Cumberland and Wintermute.
- Led a team of five across business development and product; gave commercial direction to customer success, account management and sales; firm-wide subject-matter expert on liquidity, instant and end-of-day settlement, and yield products.

JP Fund Services | Head of Operations — Apr 2020 – Jan 2022

Swiss crypto trading and payments services firm

- Owned treasury and cash: bank funding, cash positioning, intercompany settlement and daily reconciliation.
- Ran daily trade matching, netting, settlement and reconciliation, resolving failed legs with counterparties; led a team of five against OKR targets.
- Grew transaction volume 4x ($2M to $8M) in six months and the client base 25% through new liquidity sources and partners.

FennEX | Founder — Jun 2017 – Jun 2020

Digital asset exchange serving retail and institutional clients across MENA and Africa

- Raised $2M in seed capital and launched the exchange; owned the P&L, strategy, operations, banking and regulatory relationships.
- Launched on AlphaPoint's platform with trade routing, custody, wallets, fiat and crypto rails, and KYC/AML.
- Built front-to-back operations; secured banking partners when crypto banking was scarce.

Aster Financial Advisory | Director of Operations — Feb 2016 – May 2017

FCA-regulated FX and derivatives firm

- Ran FX derivatives operations (CFD and spot, swaps, P&L reconciliation, dealing-desk risk); moved liquidity to Prime-of-Prime; wrote research on blockchain for FX payments.

Box Financial FZ (Boxfin FX) | Founder — Apr 2012 – Jan 2016

FX brokerage consultancy for new and existing brokerages, Middle East and Africa

- Sold Start Your Own Brokerage (SYOB): turnkey retail FX brokerages (licensing, liquidity, platforms, marketing), set up under CySEC, ASIC, FCA and Dubai regulation; owned the P&L.
- Ran multilingual lead generation across the Middle East and Africa; trained client sales teams, raising closing rates 5%.

Earlier Career | Institutional Sales Leadership — May 2008 – Apr 2012

- Alpari, Head of Institutional Business, MENA (May 2011 – Apr 2012): led 10–15 staff; 5x revenue; added Turkey, Cyprus, Azerbaijan.
- Deutsche Bank FX (dbFX), Sales Manager, MENA (Oct 2008 – Dec 2010); FXCM, MENA FX Sales (May – Oct 2008): ~$2M client equity in two quarters.

EDUCATION

Bachelor's, International Hotel & Business Management | Northern Arizona University

SELECTED WRITING

Killing the Self-Custody Debate | LinkedIn article

There Are Three Worlds in Digital Assets. The Industry Only Talks About Two. | LinkedIn article

JURISDICTIONS, MARKETS & SYSTEMS

Jurisdictions: US (NFA) | UK (FCA) | CySEC | ASIC | UAE (DIFC, DMCC, ADGM, VARA) | Seychelles | Cayman | BVI | GENIUS Act | State MTLs

Regulatory & Compliance: BSA/AML | KYC/KYB | KYT | FATF Travel Rule | OFAC | FATCA | Chainalysis

Markets: FX spot | Crypto spot and perpetuals | Index, securities and futures CFDs | Stablecoins and digital assets | RWAs

Technology: Talos | PrimeXM | oneZero | Centroid | MT4/5 | AlphaPoint | FIX | Fireblocks | BitGo | MetaMask | WalletConnect | Figment | Kiln

Operations: Internal ledgers | BCB/BMO rails | ACH, wires, SWIFT, SEPA, RTP, FedNow | REST APIs | Salesforce | SQL