

# SALMAN KHAN

## Senior Business Development Manager

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### PROFESSIONAL SUMMARY

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Strategic Web3 Business Development leader with 6+ years owning partnership strategy end to end across Web3 wallets, L1 ecosystems, and exchanges, from outreach through negotiation, legal, and co-marketing. At Bitget Wallet, one of the world's largest non-custodial Web3 wallets (90M+ users), drove \$500M+ in swap volume and forged flagship integrations with Tether, Stellar, Polymarket, Hyperliquid, Blockaid, Hypernative, and Morpho, including a Stellar launch that acquired 100K+ users. Previously built a 250-partner pipeline and scaled a region to 1M+ users.

### PROFESSIONAL EXPERIENCE

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#### Senior Business Development Manager (Remote)

Bitget Wallet

Jun 2025 – Present

- Drove \$500M+ in swap volume by onboarding 6+ Swap API integrations (0x, Velora, XOSwap, Enso, LI.FI, deBridge) and RFQ liquidity providers (Delithium, Swaap, Bebop, n.exchange), amplified by targeted marketing and trading campaigns.
- Onboarded Stellar with a \$1.5M marketing budget and grant, driving 100K+ new user acquisitions.
- Partnered with Tether to expand USAT and XAUT across 8+ regions, and onboarded Polymarket and Hyperliquid to add prediction market and perpetuals access.
- Partnered with xStocks and Ondo to offer RWA tokenized stocks, expanding real-world asset access in Bitget Wallet.
- Deepened ecosystem integrations across Optimism, Arbitrum, Polygon, BNB Chain, and Solana to drive adoption.
- Led 0 to 1 security integrations with Blockaid and Hypernative, and launched Bitget Wallet Earn with Stable, Spark, Aave, and Morpho to expand yield and DeFi offerings.
- Drove regional growth through the Bitget Wallet Card soft launch in Pakistan, offline events, and KOL engagement, and represented the brand at flagship events including Token2049, Money20/20, Blockchain Life, and Solana Breakpoint.

#### Head of Business Development

IMUA (Universal Shared Security L1)

May 2024 – Jun 2025

- Spearheaded a 250-partner BD pipeline and onboarded 50+ validators to strengthen network security adoption.
- Secured 15+ infrastructure partnerships and 10+ AVS and Restaking partners to expand ecosystem depth.
- Negotiated strategic wallet collaborations and aligned product, engineering, and operations for partner enablement and rollout.

#### Head of Business Development (Remote)

Bitget Wallet

Apr 2022 – May 2024

- Delivered wallet integrations across top DApps and executed token, DApp, and bridge integrations powering cross-chain swap experiences.
- Coordinated CEX token listings, IEO execution, and vote-listing operations at Bitget Exchange, aligning marketing timelines and launch readiness.
- Developed growth business plans linking partnership strategy with GTM campaigns and ecosystem expansion.

#### Business Development Lead, Southeast Asia (Remote)

Bitget Wallet

Sep 2021 – Mar 2022

- Managed a 16-member BD and community team and scaled the region to 1M+ users through partner-led expansion.
- Activated ecosystem collaborations through community distribution, local partnerships, and regional narrative adoption.

#### Business Development Manager (Remote)

Bitget Wallet

Jul 2019 – Sep 2021

- Onboarded major L1/L2 networks and built ecosystem relationships with foundations and partner teams.
- Aligned wallet growth with DeFi, NFT, and cross-chain UX narratives to drive adoption and integrations.

### CORE COMPETENCIES

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Strategic Partnerships, Ecosystem Growth, Swap & Liquidity Integrations, RFQ Provider Onboarding, DeFi & Yield Products, Cross-Chain Swaps, Wallet/DApp/Bridge Integration, CEX Listings & IEO, Tokenomics Review, Due Diligence, GTM & Co-Marketing, Deal Negotiation, Validator & Infrastructure Onboarding, Security Partnerships, KOL & Community Engagement, Stakeholder Alignment, Pipeline Management

### EDUCATION

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Oxford Fintech Program, Saïd Business School, University of Oxford  
Bachelor's Degree (Medicine), Qiqihar Medical University

2014 – 2020