

Elijah Sapko

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EDUCATION

University of Wisconsin, Milwaukee – *GPA: 3.60*
Bachelor of Business Administration in International Business

Milwaukee, WI
Graduation: January 2011

WORK EXPERIENCE

Independent Consultant

Growth & Revenue Lead

Scottsdale, AZ

April 2024 – Present

- Owned prospecting, pipeline creation, and partner-led sourcing across AI and crypto infrastructure work, helping drive eight-figure ecosystem growth
- Expanded qualified pipeline by 30% to 50% through clearer positioning, targeted outreach, and tighter partner alignment
- Reworked messaging and sales process to revive stalled opportunities and improve conversion
- Activated distribution partnerships and ecosystem channels to drive adoption and new business

Strategic Partnerships & Growth Lead | Blockchain

February 2020 – April 2024

- Generated and advanced revenue opportunities across token launch and infrastructure engagements, contributing to \$20M+ in primary launch revenue
- Supported projects that scaled to \$100M+ in trading and ecosystem volume through go-to-market execution and partner-led growth
- Built relationships with exchanges, investors, market makers, and founders to source opportunities and support commercial growth
- Helped secure exchange and liquidity partnerships that supported launch readiness, adoption, and post-launch expansion

Fit Start Training

Revenue Performance Lead

Paradise Valley, AZ

January 2018 – February 2020

- Managed an \$8M+ annual revenue target and exceeded quota by 25%+
- Improved close rates from 38% to 62% by tightening objection handling, follow-up, and sales execution
- Led a 4-person team through a performance turnaround and built KPI systems that supported three straight quarters of revenue growth

SKILLS & INTERESTS

Skills: Full-Cycle Sales, Prospecting, Pipeline Generation, Business Development, Lead Qualification, Objection Handling, CRM Tools, Strategic Partnerships

Interests: AI development, Tech, Powerlifting, Hiking & Outdoors, Kids MMA instructor, Feed My Starving Children