

# Benjamin F. Beideman, MBA

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## Executive Director ♦ Division Manager ♦ Chief Operating Officer

### PROFESSIONAL SUMMARY

Highly motivated and results-oriented professional with 10+ years of combined experience in designing and implementing intricate projects that span multiple domains such as engineering, operations, logistics, regulatory compliance, etc. Experienced in building a non-profit economic development organization that educates, promotes, and advocates for cryptocurrency regulations and adoption. Drives results with an emphasis on high-quality standards and key performance metrics. Detail-oriented with a proven ability to work across many functions with minimal supervision in a fast-paced environment. Possesses exceptional interpersonal and communication skills and the ability to establish and maintain positive relationships through professional character and absolute integrity.

### CORE COMPETENCIES

- Executive Support
- Emerging Technology
- Strategic Partnership
- Start-up Development
- Accounting Principles
- Non-profit Organizations
- Operations Management
- Strategic Planning & Execution
- DCAA
- Business Analysis
- Non-profit Management
- Stakeholder Engagement

### CAREER HIGHLIGHTS

- Managed the scaling of a small, single-contract consulting firm into a professional organization that worked with a multitude of public and private sector organizations through contracts, grants, and management/administrative service agreements.
- Developed and rebuilt a neglected non-profit trade association after a long period of very high attrition and poor administration, revitalizing its operations and staff to restore its former prestige. This work resulted in a 180% increase in dues-paying members and an 80% increase in annual revenue in the first two years.
- Supervised the launching of a U.S. based 501(c)(3) charitable organization, complete with an affiliated U.K. charity, that focuses on research, incubating, and advocating for blockchain distributed ledger and other emerging technologies.
- Successfully led a group of the nation's largest seafood wholesalers through an intensive process that resulted in the granting of a highly-sought environmental certification. This included successfully overcoming a competitor's formal objection by proving that the processes developed were superior.

### PROFESSIONAL EXPERIENCE

#### Founder/Chief Executive Officer, *BFB.ME LLC* ♦ *Forked River, NJ*

April 2018 – Present

*Provide advisory, business analysis, administrative, project management, strategic and tactical planning, and implementation services to businesses.*

- Align organizational objectives with the company's mission, increasing revenue, profit, and business growth.
- Research emerging trends within the industry and capitalized on finds to develop new strategies.
- Build and strengthen productive industry partnerships to drive collaboration, engagement, and revenue development.
- Maintain an agile, responsible organization with sustained revenue growth by monitoring industry forecasts.

#### Executive Director, *Blockchain Technology Research Innovations Corporation* ♦ *Lakewood, NJ*

August 2017 – May 2019

*Leader of a non-profit economic development organization that focuses on business incubation, education, and advocacy, and research and development of emerging technologies, including blockchain distributed ledger, artificial intelligence, machine learning, augmented and virtual reality, and Internet of Things (IoT).*

- Supervised the launch of complementary U.S. and U.K. based charitable organizations, including development and implementation of initial conception and formation, governance, and operations policies.
- Conducted a successful initial funding initiative for the organization in the model of an Initial Donor Offering (IDO).
- Worked with organizational leadership, including the board of directors, to strategically lead the operations.
- Collected key metrics to determine which programs met desired outcomes or required further streamlining for success.
- Manage the development of innovative approaches at all levels with effective resource allocation and strategic planning.

**Business Coordinator, V Group Inc. ♦ Cranbury, NJ**

December 2017 – April 2019

*Led business planning, developed market strategy, and established direct procurement of products from vendors.*

- Improved brand awareness by monitoring all marketing campaigns and fostering business development.
- Developed and implemented a high-quality work environment as measured through employee satisfaction ratings.
- Delivered business strategy and developed systems and procedures to improve operational quality and team efficiency.
- Enforced and optimized internal policies to maintain efficiency and responsiveness to demands.

**Chief Operations Officer, Vast Array Corporation ♦ Lakewood, NJ**

February 2010 – December 2017

*Ensured the smooth operation of all business management services with corporate, non-profit, and public sector clients.*

- Delivered significant yearly revenue growth through the implementation of complicated multi-disciplinary projects.
- Focused the operations team on capturing public sector opportunities which resulted in revenue growth.
- Managed and supported business growth through strategic planning and process development.
- Formulated analysis assessments to make informed decisions on proposed projects.

**Executive Director, Nelson R. Beideman Center for Responsible Fisheries, Inc. ♦ Lakewood, NJ**

July 2015 – July 2017

*Promoted the mission of the organization via successful community outreach and marketing strategies.*

- Launched grant-funded programs that connect diverse stakeholders in training and collaboration sessions.
- Spearheaded projects such as educational, research and development, and advocacy initiatives that advanced the organization's mission and led to greater stakeholder engagement.
- Managed and supervised the preparation of grant proposals, including budgeting, team relations (employees and subject matter expert consultants), specifications, narrative authorship, and implementation/operations plans.
- Developed a web-based data-sharing system that assisted a wide array of participants in grant-funded research projects.

**Chief Executive Manager (LLC Manager), Sustainable Swordfish, LLC ♦ Forked River, NJ**

May 2012 – September 2015

*Drove profit increase by transforming the production process and aligning sales targets to meet dynamic industry conditions.*

- Aligned organizational objectives with the company's mission, increasing revenue, profit, and business growth.
- Developed program to promote new managers from within, building, and maintaining a cohesive leadership structure.
- Implemented a detailed plan to seek and obtain eco-friendly seafood certification under the rigid criteria established by the world's leading eco-certification for wild capture seafood.
- Supervised operations, from conception to completion, of this marketing partnership of major U.S. seafood wholesalers, including continuous improvements to operations that resulted in a 45% cost savings.

**Assistant Executive Director, Blue Water Fisherman Association, Inc. ♦ Washington, DC**

September 2010 – August 2015

*Led the reinvention of a trade association representing a dominant segment of U.S. seafood wholesalers since 1990.*

- Managed the daily operations of the organization, including governance, member services, and advocacy.
- Supervised multiple years of 30-50% revenue growth and ongoing operational surpluses that improved its fiscal condition.
- Developed subject matter expertise in unfamiliar disciplines, including Federal rulemaking and effective advocacy.
- Surpassed annual revenue targets through effective oversight of daily operations and strategic initiative implementation.

## EDUCATION

Master of Science in Business Administration (MBA) ♦ <i>University of Phoenix</i>	May 2014
Bachelor of Science in Business Administration (BBA) ♦ <i>University of Phoenix</i>	April 2009
Associate in Applied Science in Business (AAS) ♦ <i>Ocean County College</i>	May 2001
High School Diploma ♦ <i>Southern Regional High School</i>	June 1994

## COMPUTER SKILLS/TECHNICAL SKILLS

System Architecture, Linux, Windows Server, Blockchain, Bitcoin, Ethereum, Cryptocurrency, Cloud Computing, Azure, AWS, Decentralization, Internet of Things (IoT), C++, JavaScript, PHP, Python, Solidity, PowerShell, Docker, Nginx, SQL, WordPress, Drupal, QuickBooks, Microsoft Office (Word, Excel, PowerPoint, Outlook)

## PROFESSIONAL MEMBERSHIPS & AFFILIATIONS

National Association of Government Contractors (NAGC)  
New Jersey Business and Industry Association (NJBIA)  
U.S. General Services Administration (GSA) Emerging Citizen Technology – Blockchain Technology

## PUBLICATIONS

### The Case for Decentralizing the World

- [medium.com/btric/the-case-for-decentralizing-the-world-bbe6ee0e3260](https://medium.com/btric/the-case-for-decentralizing-the-world-bbe6ee0e3260)
- Short URL: <https://go.bfb.me/ben-decentralize>

### How Blockchain Technology Took Over My Life

- [medium.com/btric/how-blockchain-technology-took-over-my-life-22c554d8f414](https://medium.com/btric/how-blockchain-technology-took-over-my-life-22c554d8f414)
- Short URL: <https://go.bfb.me/ben-blockchain>

### Silos are Made for Grain: How Emerging Technology Enables a More Honest Society

- [medium.com/btric/silos-are-made-for-grain-how-emerging-technology-enables-a-more-honest-society-796a79201fc6](https://medium.com/btric/silos-are-made-for-grain-how-emerging-technology-enables-a-more-honest-society-796a79201fc6)
- Short URL: <https://go.bfb.me/ben-emerging>

### Commonsense Standards Will Speed Cryptocurrency Adoption

- [medium.com/btric/common-sense-standards-will-speed-cryptocurrency-adoption-87d54eef3399](https://medium.com/btric/common-sense-standards-will-speed-cryptocurrency-adoption-87d54eef3399)
- Short URL: <https://go.bfb.me/ben-standards>

### Blockchain Voting and Liquid Democracy — Technology Will Reshape the Very Structure of Government

- [medium.com/btric/blockchain-voting-and-liquid-democracy-technology-will-reshape-the-very-structure-of-government-f754dd37861c](https://medium.com/btric/blockchain-voting-and-liquid-democracy-technology-will-reshape-the-very-structure-of-government-f754dd37861c)
- Short URL: <https://go.bfb.me/ben-voting>

### Could Reasonable Crypto Asset Regulation Actually Benefit the Ecosystem?

- [medium.com/btric/could-reasonable-crypto-asset-regulation-actually-benefit-the-ecosystem-638c27622d3f](https://medium.com/btric/could-reasonable-crypto-asset-regulation-actually-benefit-the-ecosystem-638c27622d3f)
- Short URL: <https://go.bfb.me/ben-regulation>