

# Ian Place

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## Professional Experience

### *Director, Solutions Architecture* – Chainalysis, NYC, NY ▪ 12/19 – present

- Provided expert opinion on best practices in blockchain analytics for investigations and compliance to both public and private clients globally
- Assisted in development of the curriculum for Chainalysis certifications and training
- Created an internal product council to align technological improvements and features with industry trends and global regulatory requirements
- Developed technical integration and workflow guides for the full product suite

### *Customer Success Manager* – Chainalysis, NYC, NY ▪ 05/19 – 12/19

- Managed global client relationships for customers of Chainalysis products and services
- Trained and onboarded new employees of our clients
- Assisted clients with technical integrations
- Provided ad-hoc investigative and technical support

### *AML, Fraud and Risk Operations Lead* – Circle Financial, Boston, MA ▪ 04/18 – 05/19

- Managed 30 temporary and 8 full-time employees for KYC and AML related projects in regards to Circle's acquisition of the cryptocurrency exchange Poloniex
- Developed the transaction monitoring program for Circle's USDC stablecoin
- Implemented QA and peer review process for AML, fraud and risk agents
- Trained and developed onboarding curriculum for temporary and full-time hires
- Managed vendor relationships and directed all of Circle's products build vs buy approach for AML, risk, and investigative technologies
- Mapped and controlled for gaps in AML and risk operations

### *Sr Risk and Fraud Analyst* – DraftKings, Boston, MA ▪ 03/17 – 04/18

- Managed group of Jr. Analysts and assisted with escalated issues
- Implemented process improvements to address gaps in fraud detection and regulatory compliance
- Developed the internal case management system
- Trained and onboarded new employees to the fraud department

### *Risk and Fraud Analyst* – DraftKings, Boston, MA ▪ 05/15 – 03/17

- Monitored user transactions and account activity for compliance with federal and state regulations, international regulations, and terms of agreement violations
- Reviewed alerts associated to risky transactions or illicit activity utilizing SQL, internally developed solutions, and external third-party tools to take appropriate action
- Performed KYC and sanctions screening utilizing internally developed solutions and external third-party tools

### *Sales Operations Analyst* – Clarabridge, Reston, VA ▪ 12/13 – 12/14

### *Risk and Fraud Analyst* – Cashstar, Portland, ME ▪ 06/13 – 11/13

- Identified and mitigated fraudulent activity with the use of digital gift cards

- Worked directly with cardholders whose financial information had been compromised and assisted them in resolving the issue with their bank
- Enhanced Cashstar's proprietary risk scoring model and fraud review process

## **Skills**

- Expert knowledge of investigations and compliance in the blockchain technology, cryptocurrencies and digital assets space
- Extensive knowledge of AML, CFT, and MSB requirements, particularly with regards to digital assets
- Robust professional experience in payment processing and financial fraud including ACH and card not present fraud
- Product management
- Project management
- Risk score modeling
- Financial fraud mitigation
- APIs and technical integrations

## **Education**

- BA Sociology – George Mason University, Fairfax, VA ▪ 2013