


# Telly Valerie Onu

Nevis, St Kitts and Nevis

 tonu@qconsultinc.com

 +1-869-669-0673

 [linkedin.com/in/tvonu](https://www.linkedin.com/in/tvonu)

## Summary

Entrepreneur, Management Consultant, Private Banker, International Speaker & Mentor with over 20yrs of Experience as a Digital Economist, Global Strategy, Strategic Planning, Management & Development Consulting, and Financial Planning with a passion for Private Sector Development specifically industry and enterprise transformation and Access to Finance.

8 years as a Financial Innovator

5 years as a Climate Finance Specialist

### Expertise

-Digital Economics & eGovernance:

Assessments, Strategy. Policy Development, Enterprise Architecture, Governance Institutional & Enterprise Re-Design, Ecosystem Design & Execution, Digital Financial Markets Infrastructure & Instrument Design, Engineering & Execution, including Layer 1 DLT Infrastructure Protocols, Web3, DeFi & Fungible Tokens (Stablecoins, CBDCS), NFT, and the metaverse

- Digital Transformation :

Specialisations Fintech, Wealthtech, Regtech, Insuretech, Agtech, Blockchain, Cleantech, Climatetech, and other Impact Innovations

- Climate Mitigation & Adaptation Finance :

Research, Policy, Strategy, Programme Planning, Fund Design, Structuring & Execution, New Financial Instruments,

-Governance & Compliance:

Legal Drafting (Contracts), Risk and Governance Assessments, Business Process Re-engineering, SOPs, Corporate Governance Structuring & Execution

- Curriculum Design and Training & Capacity Execution for Fellowships, Venture Accelerator Programs, Digital Transformation Accelerators, Startup Ecosystem Programs

### Education

- Graduated from Ecole Polytechnique Federal de Lausanne in Switzerland specializing in Masters in E-Governance (networked governance)

- Former Fellow at the Frankfurt School of Management and Finance specializing in Climate Adaptation Finance.

- International Trade Law & Policy from the University of West Indies.

- 2020- 100 Women in Finance Chartered Alternative Investment Analyst (CAIA) Scholar.

## Experience

### International Director of Governance & Compliance

JD Euroway Financial Group

Nov 2020 - Present (1 year 3 months +)

Providing legal drafting, risk advisory and regulatory compliance services

Delivering Business Development, transactions advisory in wealthtech and digital asset sales, purchase and trading operations through JDE FINEX, an Institutional Financial Exchange and digital liquidity provider registered and headquartered in Canada, with operations in the US and Europe, offering a private institutional electronic, off exchange and operating a private banking and financial network which sources liquidity from the world's largest banking and private banking institutions. This operation is facilitated by JD EUROWAY BANCORP & TRUST a statutory/depository trust company (DTC) incorporated in Delaware, US, under the Delaware Statutory Trust Act. It is managed by a Delaware Trustee, JD EUROWAY CAPITAL PARTNERS LLC which is an US SEC-registered investment adviser/ Broker-Dealer offering Securities and investment advisory services also registered with FINRA.



## **Head of Governance & Execution**

### **Bantu Blockchain Foundation**

Jun 2020 - Present (1 year 8 months +)

The Bantu Blockchain Foundation (BBF) is a non-profit entity that develops blockchain-based financial inclusion solutions to help address Africa's unique challenges.

The springboard to the world for the Bantu blockchain is a technology that seeks to re-orientat Africa and her peoples towards a new technology that is aligned with the spirit of sharing and equality.

<https://bantufoundation.org>



## **Founder/Managing Director**

### **Valerie Capital Ltd**

Nov 2020 - Present (1 year 3 months +)

Valerie Capital is a UK multiasset management firm which was created to design and capitalize on the exponential growth opportunities in commodities, digital assets, real estate and broader real sectors, including fintech, clean tech, climate tech, blockchain infrastructure, digital financial market infrastructures & smart city infrastructures with a strong focus on digital and decentralized finance and digital financial transformation. We design from concept to implementation, performance-based financial innovation products, and apply market-led methodologies to financing, capacity building and capital advisory.



## **CEO/ Principle Advisor & Management Consultant**

### **Quintessence Consulting Inc.**

Jan 2000 - Present (22 years 1 month +)

CEO 21+years - Founder and Consultant, sole proprietor until incorporation when joined the Company full time as Managing Director and Principal Consultant.

Quintessence Consulting Inc:

A global strategic, transaction advisory and management services Caribbean firm offering end-to-end solutions for companies seeking to maximize their market potential, and capitalize on their unrealized and true market value. It also serves as a holding Company for critical spin off ventures

Solutions:

Our solutions include Investment Transaction Advisory Consulting, Strategic Planning, Business Development/Strategic Alliances, Internationalization, Technology Evaluation/Due Diligence, Information Technology Management, Business Transformation; Energy Management Services & Resource Services.

Successfully led and supported a geographically dispersed team of Associates in securing consultancies in a number of Caribbean countries as well as in other parts of the world. Business process re-engineering, training, strategic planning, business planning, investment planning, e-learning, Networking, Communications, Trade dev, Trade facilitation and Venture Development.

Investment/Trade Facilitation – Preparing Investment Memorandum’s and proposals for Concessions, Export Oriented Go to Market Plans

Strategic Partners:

Microsoft  
IBM

Financial SectorDevelopment  
-CBDC  
-Digital Financial Market Infrastructure

Capacity Building, Development & Innovation

Venture Ecosystem Development - Growth Oriented Entrepreneurship & Innovation  
Financial Innovation, Climate Innovation, Tech Innovation, and Blockchain Innovation



## **Founded- Inova Foundation**

Quintessence Consulting Inc.

Apr 2014 - Present (7 years 10 months +)

Inova Foundation formerly a network of accelerators called InnovatetheNext, is an not-profit ecosystem to drive innovation and competitiveness in Enterprises through digital, climate and alternative investments and finance for professionals, and private clients with a focus on digital assets, and creating impact.

Formerly Alts School



## **Co-Author**

The InsurTECH Book

Apr 2018 - Present (3 years 10 months +)

The INSURTECH Book offers essential updates, critical thinking and actionable insight globally from start-ups, incumbents, investors, tech companies, advisors and other partners in this evolving ecosystem, in one volume. For some, Insurance is either facing an existential threat; for others, it is a sector on the brink of transforming itself. Either way, business models, value chains, customer understanding and engagement, organisational structures and even what Insurance is for, is never going to be the same. Be informed, be part of it.



## **Blockchain/Climate Impact Advisor**

## Quintessence Consulting Inc.

Jan 2015 - Dec 2020 (6 years)

Former advisor to blockchain impact projects across agriculture, health & wellness, e-commerce and climate innovation across the Caribbean and Africa:

\* Agroplexi- is a decentralised network economy making financial inclusion possible for farmers in emerging markets, catalyzing access to finance using decentralised blockchain technology. Agroplexi is a subsidiary of Onesimus Technologies.

\* FARMSAI - Decentralized AgData Verification as-a-service , bridging the gap in the Agro-value chain. F.A.R.M.S AI is a platform that leverages blockchain technology to provide decision support tools, verification and accountability for farmers, buyers and key industry stakeholders to enhance trade across the agro-value chain.

\* Sugartown Organics- commence marketplace for skin care. Blockchain enabled rewards.

\* Circularfeed- Circular Feed

Designing sustainable futures through animal feedstock innovation & food security

Circular Feed is a decentralised circular economy for animal feedstock using organic waste.

\* Farmovo - GLOBAL DECENTRALIZED AGRICULTURE & GROCERY BLOCKCHAIN ECOSYSTEM

\* Comestibles- Comestibles ([www.comestibles.com.ng](http://www.comestibles.com.ng)) is a decentralized culinary & fresh produce retail economy, providing consumers with nutritional insights to promote healthier lifestyles while increasing retailer revenues through accelerated in-store delivery and sales. Bringing insights and efficiency to the perishables supply chain.

\* Earth Loans - Blockchain based socially responsible investing (SRI) and lending platform with a goal to support climate mitigation and adaptation projects.

\* Choco 4 Peace

\* Freeman Capital - Freeman Capital is an active wealth management digital service provider that offers a robust regulated platform. This consists of robo-advisory services for retail investors; low cost compliance reporting for wealth managers; and a regulated trading platform for traders to benefit from both the forex and cryptocurrency market

## Co-Founder/Co-Managing Partner and Chief Governance Officer

Beyond Capital Markets

Nov 2014 - Dec 2020 (6 years 2 months)

Manna Global Management DBA Beyond Capital Markets was Nevis based digital assets exchange and digital financial market infrastructure / asset management protocol and financial ecosystem.

## Managing Director

Prohaus Group

Mar 2014 - Dec 2020 (6 years 10 months)

Prohaus Group is a private holdings Company.

Under which was established Prohaus Labs specializing in the development of innovative financial technology solutions, seed and early stage investments in fintech start-ups. The firm sought to establish an ecosystem for global financial innovation. It built and invested in early stage fintech companies which have demonstrated the ability to scale into new markets or apply their technologies to existing enterprises. It focused its investments in the very early stages of the company's life cycle and preferred to be the first venture investor to take an active approach with our investments. The company invests via in-kind services to seed a company and take them to Series A round. The firm considered investments across financial services sectors: capital markets, trading, wealth management, insurance, risk management, consumer finance, alternative investing, digital banking, blockchain technology, cryptocurrency, and outside traditional financial services, including project finance, financial literacy and economic development.

Founded in 2009, Prohaus Group brings together an agile and strategic group of financial innovators, designers, marketers, policy makers and technologists with a proven passion for entrepreneurship and finance. Collectively, the Groups mission was to address fundamental issues within global financial markets for individuals and businesses. The group was designed to create and support financial innovations that businesses, families and financial professionals can believe in and local economies can feel connected to.



## **Founded- Alts School Under Manna Global Management**

Quintessence Consulting Inc.

Sep 2018 - Nov 2020 (2 years 3 months)

Alts School is a global tech school for digital finance and alternative investments, designed to train new graduates and mid-career professionals. Through solid industry partnerships with Middlesex University, Informa PLC and their brands IFF training and Finnovate and the Global Academy of Finance and Management (GAFM) board of standards, Alts School offered, avant garde future of finance professional specialisations, designations and certifications.



## **Co-Founded - Alts School - Under Manna Global Management DBA Beyond Capital Markets**

Beyond Capital Markets

Sep 2018 - Nov 2020 (2 years 3 months)

Founded- Alts School Under

Alts School is a global tech school for digital finance and alternative investments, designed to train new graduates and mid-career professionals. Through solid industry partnerships with Middlesex University, Informa PLC and their brands IFF training and Finnovate and the Global Academy of Finance and Management (GAFM) board of standards, Alts School offered, avant garde future of finance professional specialisations, designations and certifications.



## **Founded - Manna Global Management DBA Beyond Capital Markets**

Quintessence Consulting Inc.

Nov 2014 - Mar 2020 (5 years 5 months)

Manna Global Management DBA Beyond Capital Markets was Nevis based digital assets exchange and digital financial market infrastructure (DFMI) / asset management protocol and financial ecosystem.

### **giz Climate Finance Consultant**

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Sep 2019 - Dec 2019 (4 months)

Climate Finance Programming – NDC Assist – OECS Regional Needs Based Climate Finance Strategy  
Responsible for designing a regional needs-based climate finance strategy for the Organisation of Eastern Caribbean (OECS) region in partnership with the UNFCCC Needs Based Climate Finance project (NBF) to support regional action to mobilize climate finance under the regional NDC Financial Initiative (NDCFI). The Project involved mapping Climate Finance Flows, conducting policy and governance assessments of the member country NDCs, identifying gaps, mapping appropriate climate finance solutions and instruments, mapping key stakeholders for implementation. During the project, it involved designing and hosting an online training and validation workshop with over 80 stakeholders raising awareness on Climate Finance instruments and articulated the regional needs Climate Finance Implementation plan which includes the operationalization of the regional NDCFI suggesting ways and means to ensue collaboration to support member country NDC implementations with a focus on articulating linkages to the SDGs, and development of the green, blue and circular economy pathways, and concrete climate mitigation and adaptation financing actions for developing the regional capital market, articulating innovative financing mechanisms and articulating financing programs for the Energy, Water, Transport and Critical Infrastructure sub sectors.



### **Ambassador**

Women's Entrepreneurship Day Organization (WEDO) / #ChooseWOMEN

Jul 2015 - Dec 2019 (4 years 6 months)

To develop St. Kitts and Nevis Entrepreneurship Ecosystem to support Women Entrepreneurs and to build and promote a network of Women to participate in Women's Entrepreneurship Day on November 19th 2015 and WOW Women Wednesday on the 2nd of Dec 2015

### **giz Senior Expert - International Trade**

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Oct 2010 - Apr 2011 (7 months)

Team Leader Caribbean AgroLinks Project



### **Networking & Communications ICT4D Expert**

Steinbeis GmbH & Co. KG für Technologietransfer

Jun 2009 - Jun 2010 (1 year 1 month)

Project Planning Support & Implementation,  
e-Governance

Knowledge Management (KM) Strategies for Development

National Sensitisation and Awareness on ICT4D

Development of a Communication Plan and Sensitisation Programme

SME / e-Business /Export development support

 **Caribbean Shipping Coordinator/IT Consultant - Motion Picture -Pirates of the Caribbean I, II, III**

First Mate & Second Mate Productions Ltd. - Jerry Bruckheimer Films/Walt Disney Studios JV

2003 - 2006 (4 years)

Shipping Coordinator/ IT Consultant

 **Provided Business Development Services**

South Port Data - Telecentre

2004 - 2004 (1 year)

BPO Business Development Consulting Services

## Education

 **Frankfurt School of Finance & Management**

Climate Adaptation Finance Specialist Certification, Climate Adaptation Finance

2015 - 2018

Climate change has a profound impact on countries and economies. Businesses, small and large, are affected; investors face increased risks. Adaptation measures - require investment. Climate adaptation finance specialization focuses on innovative financial engineering for Climate Finance.

 **Diplo Foundation**

Certificate, Internet Governance and Policy & ICT Policy & Strategy

2010 - 2010

 **EPFL (École polytechnique fédérale de Lausanne)**

Executive MA,, E-Governance

2007 - 2009

Masters in Advanced Studies - Executive Masters in e Governance

 **The University of the West Indies Cave Hill Campus**

PgCert, International Trade Policy

2006 - 2006

 **Institute Of Advanced Studies For the Americas (INEAM)**

PgCert, Formulation of Electronic Government Strategies

2004 - 2004

 **Universidad de Matanzas & the Instituto Superior de Ciencias Medicas**

B, (Med) Sci

1997 - 2000

Equivalent. ) Bachelor Basic Medical Sciences and Informatics



## **University of Wolverhampton**

Certificate, Economics and Business Studies

1996 - 1997

## **Licenses & Certifications**



**Certified E-Commerce Consultant (CEC™)** - Institute of Certified E-Commerce Consultants (ICECC)



**Microsoft Certification Professional** - Microsoft

## **Skills**

Business Development • Management Consulting • Program Management • financial Innovation • Project Planning • Business Strategy • Entrepreneurship • Project Management • Consulting • Leadership

## **Honors & Awards**



**Accreditation - Facilitator for infoDev/World Bank Group's THRIVE Acceleration Program.** - World Bank Group

Jul 2015

The THRIVE Acceleration Program is an eight-month intensive Acceleration Program which will provide women entrepreneurs with a comprehensive suite of support services to innovate their businesses, improve their competitiveness, and facilitate growth. It will comprise peer-learning, personal development, one-to-one mentoring / coaching, technical workshops, and motivational sessions by successful entrepreneur role models.

This is being implemented by the Women Innovators Network in the Caribbean under infoDev/WB Group's Entrepreneurship Program for Innovation in the Caribbean (EPIC).

This programme is a seven-year program that supports growth-oriented entrepreneurs in the region funded by the Government of Canada.