

Bitfury Hires Crystal Blockchain CEO and Head of Software Sales

Bitfury Software Team Gains Two Experienced Business Strategists

LONDON, Jan. 22, 2019 – Signaling its increasing strength in software development, the Bitfury Group today announced the hires of Marina Khaustova as CEO of Crystal™ Blockchain and Chris Dickson as Bitfury’s Head of Software Sales.

“We are happy to have both Marina and Chris join the Bitfury team,” said Valery Vavilov, CEO of Bitfury™. “Marina’s deep expertise in shaping market strategies in established and emerging markets will be highly valuable as we continue to build out Crystal’s global operations. Likewise, Chris’s impressive track record of successful business growth and partnership building makes him the perfect choice to lead our software sales team.”

As CEO of Crystal, Khaustova will manage a global team of engineers and professionals and oversee all operations of Bitfury’s analytics tool for blockchain and cryptocurrencies. She joins Bitfury with more than 12 years of entrepreneurial experience in developing global online services and digital marketing strategies.

Prior to joining Crystal, she was chief marketing officer and co-founder of Element Capital Group, LLC, a digital finance-focused investment bank and asset manager for the emerging tokenized and cryptocurrency capital markets. At Element Capital Group, she developed the go-to-market strategy for U.S. blockchain companies, serving as an advisor for fundraising processes. Khaustova also has founded several advertising startups, such as SeoPult.

“I’m thrilled to lead such an innovative product team,” Khaustova said. “Crystal enables law enforcement, cybersecurity platforms and financial institutions to identify and track criminal activities on the blockchain. With Crystal, I look forward to build a compliant bridge between digital assets and traditional financial system.”

As the new Head of Software Sales, Dickson will lead the development, implementation, and execution of Bitfury’s software go-to-market strategy. He has more than 25 years of industry leadership experience in developing businesses and building sales teams, channels and services offerings covering a wide range of technologies and applications.

Dickson joins Bitfury from Panaya, a leader in enterprise agile delivery market, where he most recently served as Executive Vice President for Americas Sales. Before Panaya, Dickson led Verizon's partner and system integrator businesses across EMEA. Dickson has previously held various senior leadership roles across the globe during a sixteen-year career at CA Technologies. During his career, Dickson has consistently driven innovation and improved performance through excellence in sales execution, a focus on meeting customer needs, and bringing new game-changing solutions to market.

“Bitfury’s world-class software team has built innovative blockchain solutions that are unparalleled in the industry, and the possibilities ahead are truly boundless,” said Dickson. “I look forward to working with that team and the rest of Bitfury to lead our successful sales efforts to new heights.”

“The additions of Marina and Chris are significant advancements for Bitfury,” said Katsunori Aonuma, Head of Bitfury Japan. “Marina’s experience building in building go-to-market strategies will be valuable to Crystal as it expands globally, and Chris’s expertise in identifying market opportunities will help Bitfury software grow—in Japan and around the world.”

About The Bitfury Group

The Bitfury Group is the world’s leading full-service blockchain technology company. Bitfury® is building solutions for the future, with the most significant technologies of the millennium. Our mission is to make the world more transparent and trusted by innovating at every level of technology – hardware, security, and software – to put trust back into the equation. Founded in 2011, Bitfury is the leading security and infrastructure provider for the Bitcoin Blockchain. In addition to securing the Bitcoin Blockchain, Bitfury also designs and produces innovative hardware that keeps cryptocurrencies and blockchains secure, including custom semiconductor chips and mobile datacenters. Bitfury is also a software provider for the some of the world’s most cutting-edge applications through its private blockchain framework, Exonum™, its advanced analytics platform Crystal™ Blockchain, and its specialized engineering team for the open-source Lightning Network, Lightning Peach. To learn more, visit www.bitfury.com.

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