

Ivan Antonov

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EXPERIENCE

- Nov 2025- Mar 2026 **YUNO** United States (remote)
Manager, CEO office (contract)
Payment orchestration platform; \$150M valuation backed by Andreessen Horowitz, Tiger Global, DST Global
- Built and deployed three AI-powered internal analytics tools, including a tool leveraging cross-provider transaction data to guide merchant expansion to new markets
 - Designed Yuno's agentic commerce payment offering, enabling AI agent-initiated transactions. Defined use cases, integration architecture and merchant value proposition
 - Developed banking vertical go-to-market strategy, identifying priority geographies, a target list of 30 banking partners and required payment product capabilities
- Aug 2023- Jun 2025 **MCKINSEY & COMPANY** Doha, Qatar
Associate – Digital
Led strategic and operational workstreams in banking and telecom, including strategy, financial performance diagnostics, new business build, agile, and digital transformation. Selected project experience:
- Created digital roadmap and operating model to support growth strategy (~5-8x expansion over 7 years) for a service organization. Conducted market and competitive research to guide IT platform decisions
 - Led diagnostics of financial performance for corporate and SME segments of a regional bank (USD 20-50Bn total assets), identifying profitability drivers through segmentation analysis and benchmarking
 - Led review of talent strategy for ~2000 FTE technology organization. Defined recommendations for evolving talent footprint, leading to estimated USD 160M savings over 5 years
 - Managed delivery for establishing a new Trade Finance business line for a large bank. Coordinated IT and business stakeholders (4 product teams), aligned on resourcing, identified and resolved dependencies
- Sep 2015- Jul 2021 **ING** Amsterdam, the Netherlands
Sr. Consultant / Project Manager IT Payments Wholesale Banking (Feb 2020 – Jul 2021)
Consultant / Project Manager IT Payments Wholesale Banking (Oct 2017 – Feb 2020)
Responsible for end-to-end solution design and delivery of payments projects for corporate clients worldwide
- Led implementation of the largest project of a year in payments for ING Wholesale Bank Netherlands. Managed an 18-month effort and collaborated with 40+ DevOps, operations, sales, and support teams
 - Assessed the scalability of payments applications, modeling the impact of a 2x transaction volume increase. Prepared a roadmap for expansion to a new high-volume market for ING's payments business
- Product Manager Daily Banking Payments (Oct 2016 – Sep 2017)** Brussels, Belgium
- Developed and secured management approval for a new cards acquiring partnership strategy of ING Belgium
- Business Analyst Marketing Analytics (Sep 2015 – Sep 2016)**
- Jul 2012- May 2014 **ACCENTURE** Moscow, Russia
System Integration Analyst (ERP)
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EDUCATION

- Aug 2021- Jun 2023 **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH, United States
Master of Business Administration, June 2023
MBA internship in the Digital Growth team at **Ecolab** (Minneapolis, MN, United States)
Exchange term at the **Keio Business School** (Tokyo, Japan)
- Sep 2014- Jul 2015 **VLERICK BUSINESS SCHOOL** Ghent, Belgium
Master in Management
- Sep 2007- Jun 2012 **LOMONOSOV MOSCOW STATE UNIVERSITY** Moscow, Russia
Bachelor in Applied Mathematics and Computer Science
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PERSONAL

- CFA Level 1. Technical: SQL, Claude API, Docker, OpenClaw
- Volunteered for 3 months for an NGO in the Ivory Coast, coordinating the delivery of school supplies
- Languages: English, French (advanced), Dutch (intermediate), Russian (native)