

Pedro Miranda Gomes

Head of Strategic Relations · Yellow Capital · Andorra

CONTACT

pedroand@gmail.com
+376 360 909
+34 642 153 537
linkedin.com/in/pedroandremirandagomes
friendsofpedro.xyz
@pedro_yellow

LANGUAGES

- Spanish
- Portuguese
- Catalan
- English
- French

SKILLS

- Superconnector (1,000+)
- Conference Operator
- BD & Deal Flow
- Public Speaker
- Web3 Ecosystem Builder
- Multilingual Operator
- Solana Superteam

LICENSES

- Titulin (boats / jet skis)
- Motorcycle license
- Drone Pilot (AESA, in progress)
- B1 driving license
- Harley-Davidson Nightster

INTERESTS

- Volleyball
- Video games
- BBQ with friends
- Mountain hiking
- My dog Maiki

KEY STRENGTHS

- Superconnector and Community Builder with 1,000+ vetted Web3 contacts
- Conference Operator: hosted 15+ villa events at EBC, MERGE, TOKEN2049
- BD and Deal Flow: closed partnerships with tokenization platforms
- Public Speaker: represented Yellow at flagship crypto events
- Multilingual Operator: 5 languages, LatAm and European markets
- Logistics and Travel: full availability, fast-moving environments

PROFESSIONAL EXPERIENCE

Yellow Capital — Head of Strategic Relations

2020 to Present · Web3 / Tokenization / Crypto Capital Markets

- Lead strategic partnerships across Yellow ecosystem (yellow.com, yellow.pro, Yellow Network)
- Built and operate a global network of 1,000+ Web3 professionals: founders, BDs, VCs
- Operate villa events at major crypto conferences: EBC Barcelona, MERGE Madrid, TOKEN2049

> **Barcelona pilot (Sep 2026)**
> €57.9k capital → €77.5k revenue · 25.2% margin
> **Madrid MERGE (Oct 2026)**
> €74.6k → €98.2k · 31.7% margin projected

- Speaker at Web3 conferences: EBC, MERGE, TOKEN2049, KBW Seoul
- Founder: Friends of Pedro community (friendsofpedro.xyz)



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PROFESSIONAL EXPERIENCE (CONTINUED)

Leitmotiv SLU — Founder and Owner
2020 to Present · Consulting and Digital Transformation · Andorra

- Founded consulting practice for SMEs, retail, and hospitality
- Digital transformation: ERP, CRM, IT systems for traditional businesses
- Mentor at Mobile World Congress and University of Lleida
- Advisor to Web3 startups: Outerring MMO, Shirtum, Foxtrot Command

TeamStone SL — Co-Founder and Commercial Lead
2019 · Renewable Energy · Spain

- Commercial development in renewable energy, sustainable construction, waste-to-energy
- Project lead on recycled-material sustainable building

Miranda Pons Serveis — Co-Founder and Sales Manager
2013 to 2019 · IT Services · Andorra

- Technical team lead (3 people) supporting SMEs with IT infrastructure
- Deployed ERP (Sage), CRM, servers, backups, firewalls, WiFi
- Sales: client relationships, pricing, invoicing

STO S.A. (Sage Systems Department) — Systems Lead
2007 to 2013 · Enterprise Software · Andorra

- Implemented Sage ERP for retail and hospitality clients
- Deployed cash management systems: Azcoyen, Cashguard, Cashkeeper



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PERSONAL PROJECTS

Friends of Pedro (friendsofpedro.xyz)

Personal brand · Community platform

- Community of 1,000+ Web3 professionals built organically through conferences
- The friendliest corner of every conference: Barcelona, Madrid, London

Web3 Education Project

In development · Personal initiative

- Bringing accessible Web3 education to emerging markets
- Partnering with certified education platforms

Crypto Maiki (@cryptomaiki on Instagram)

Personal brand · Crypto mascot

- Featuring Maiki, my dog: a crypto-themed mascot for the Spanish-speaking community

EDUCATION AND CERTIFICATIONS

- Universitat d'Andorra: FP2 Informática i Gestió (IT Management)
- Escola Espanyola Aixovall: Batxillerat Socials (Secondary)
- 15+ technical certifications: Lotus Notes, Windows Server, Hyper-V, VMware, SQL Server, Veeam, Acronis

RESUME

Pedro Miranda Gomes

Head of Strategic Relations · Superconnector · Web3 Ecosystem Builder

Strategic BD leader with 19+ years building high-value relationships across crypto, fintech, and emerging tech. Currently Head of Strategic Relations at Yellow Capital, where I have cultivated a personal network of 1,000+ Web3 professionals through hosting villa events at major conferences (Barcelona EBC, Madrid MERGE, TOKEN2049 Singapore). Recently joined Solana Superteam (Spanish-speaking chapter La Familia).

Affiliations: Solana Superteam · Yellow Capital · MWC Mentor · UdL Mentor
Phone: +376 360 909 · pedroand@gmail.com
Full mobility for travel worldwide. References available upon request.