

Jesse Benjamin Spiro



Profile: Jesse Benjamin Spiro is the Global Head of Policy & Regulatory Affairs for Chainalysis Inc. A position within the Executive Leadership Team (ELT). In this capacity he oversees and directs all operating plans, staffing, and budgeting for Chainalysis in relation to their AML/CFT regulatory engagement with global FIU's, law enforcement, government, regulatory bodies, and the private sector. Jesse has several years of senior executive experience conducting and leading teams on transnational counter threat finance, financial crimes, and emerging risks from the policy, regulatory and programs levels, to technical solution development. He is seen as an expert in, and has developed global strategies, policies, procedures and programs on- countering transnational financial crime including money laundering, sanctions, terrorist financing, counter proliferation, cybercrime, crypto crime, human smuggling/human trafficking, narcotics, and fraud investigations. He is a frequent speaker at government and industry forums on cryptocurrency, terrorism financing, trade based money laundering, financial crimes, human trafficking, sanctions, anti-money laundering, and other criminal and illicit activities domestically and across borders. He is also responsible for coordinating all Chainalysis public and private sector engagement globally.

Professional Experience:

**Global Head of Policy & Regulatory Affairs
Chainalysis Inc.**

January 2019 - present

Responsibilities:

- Supervision/Leadership of Chainalysis global Policy and Regulatory Affairs team.
- Coordinate and build strategic financial crime and compliance policy objectives and targets for core markets
- Cultivate relationships with key stakeholders in global government, law enforcement, private sector on cryptocurrency risks, regulation, best practices.
- Promote adherence to stronger regulatory standards and identify and mitigate emerging risks.
- Lead all Chainalysis private sector engagement with industry working groups Strategic engagement with global FIU's on supervision, illicit finance/financial crime investigations, regulation, and emerging risks
- Official Chainalysis representation for intergovernmental meetings and private sector engagement/dialogues.
- Identification and development of strategic private sector partnerships for investigations, advisory, and business development.
- Development and initiation of strategic financial crime/money laundering investigation workshops for international institutions
- Advisory on Regulatory AML/CFT (illicit finance/financial crime) supervision regimes to global regulators
- Internal Advisory on global regulation and subsequent product and service development.
- Drafted all front facing documentation and deliverables on regulation and regulatory policy Public Affairs on all Regulatory Affairs and Policy press engagements

Refinitiv

Responsibilities:

I led all threat finance and emerging risk related efforts for Refinitiv Risk division including:

- Cultivate relationships with key stakeholders in government, law enforcement, private industry and the consumer financial space to share cybersecurity best practices, promote adherence to stronger security standards, and discuss next generation technologies.
- Planning and coordination on Executive Leadership Team content, strategy, and execution.
- Oversight of global research teams (60 analysts, 4 managers) content, strategy, budgeting, staffing.
- Identified and secured historic data partnerships with 2 external partners for high value content Market the World Check product to businesses and financial institutions to help them meet their regulatory compliance requirements.
- Serve as a subject matter expert marketing Refinitiv products for clients whose business needs exposed them to KYC, 3rd party risks, BSA, FCPA, OFAC, AML and cyber security risks.
- Assist business clients with developing enhanced due diligence reports on subjects and businesses to determine risk to their organizations operations and reputation.
- Assess financial institutions AML/CFT/OFAC/KYC compliance programs from the enterprise and business unit.
- Draft detailed recommendations to improve financial institutions policies and procedures to comply with federal regulations and enhance efficiency from a people, process and technology perspective.
- Help institutions enhance their FIU's transaction monitoring, KYC / OFAC, enhanced due diligence, SAR development and account closing procedures across business lines.
- Manage the onboarding and delivery of the KYC training program for financial institution customers of Refinitiv.
- Provide executive leadership on anti-money laundering, narcotics/human/firearms smuggling and trafficking, counter-proliferation, counterterrorism, and financial crimes.
- Direct the day to day operational and administrative activities of 22 reports/individuals.
- Represent Refinitiv as a senior leader with various US government agencies.
- Conceptualize and direct a footprint analysis initiative to determine current and future risk and mitigation strategies in emerging markets.
- Serve as the SME on blockchain/distributed ledger technology, virtual/digital currency, artificial intelligence, and automated machine learning.
- Draft the first virtual currency KYC primer for Refinitiv leadership.
- Monitor the state of play for ICOs and crypto-assets for Refinitiv in context to our risk solutions.
- Bring together experts with leading edge solutions to strengthen identification and verification – sharing intelligence, increasing use of data analytics to uncover increasingly complicated transactions.
- Lead Refinitiv engagement with partners to develop strategies and policies on regulatory and industry requirements for digital identity.
- Protect the integrity of the financial system by implementing industry-led solutions for regulatory compliance, BSA/AML and CFT standards.
- Identify priority threats to the financial system and topics of national security concern, such as emerging terrorist financing and cyber threats.

- Cultivate and manage relationships with financial sector firms and the financial regulatory community to assess the risks and benefits emerging financial products and services pose to consumers, to financial institutions, and to BSA/AML and Counter-Terrorist Financing (CFT) regimes; and identify any related..
- Management/engagement of Refinitiv public sector relationships with Global FIU bodies FSRB's, certain national FIU's, law enforcement, regional police bodies, and global enforcement bodies, public sector, , private sector (49 of 50 largest financial institutions in world), MSB's, and cryptocurrency exchange relationships.
- Identification and engagement with emerging regtech companies for potential partnerships and synergies.
- Serve as Refinitiv SME on Trade based money laundering, Terrorism Financing, human trafficking, Anti Money Laundering, cybercrime, digital currencies, blockchain/DLT, dark web/dark net, bribery and corruption, and economic sanctions.
- Drafted policy positions around impact of GDPR on AML/CFT, CDD, EDD and KYC.
- Develop a strategy to protect Refinitiv position as a result of GDPR implementation.
- Bring together experts with leading edge solutions to strengthen identification and verification – sharing intelligence, increasing use of data analytics to uncover increasingly complicated transactions.
- Identify, source, and qualify the impact of emerging risks to our clients and solutions for the industry (KYT for digital currencies etc).
- Engage with financial sector firms, global regulators, law enforcement and subject matter experts to provide Thomson Reuters leadership with insight into beneficial applications, use cases and business models, and the issues they create for our organization, consumers, and competitors.
- Conduct research and analysis of current and pending laws and regulations involving AML/CFT and economic sanction related issues, and prepare reports that include recommendations on which segments of the business may be impacted.
- Draft written materials, including briefings and memorandums for use by Refinitiv leadership in forming policy decisions and preparing for meetings, speeches, interviews, and testimony.
- Build and strengthen working relationships with other persons and offices within Thomson Reuters.
- Prepare and give presentations on various topics (e.g., terrorism financing, economic sanctions, crypto currencies, bribery and corruption, antiquities trafficking, wildlife trafficking, trade based money laundering, organized crime, anti-money laundering, enhanced due diligence, know your customer investigations, proliferation etc).
- Assist in the development, launch and plenary of Refinitiv financial crime coalition task force to assist global policymakers on combating illicit finance.

Instructor- Certified Global Sanctions Specialist, Terrorism Finance and Trade Based Money Laundering

March 2017 – present

ACAMS (Association of Certified Anti Money Laundering Specialists)

Responsibilities:

- Instructor for ACAMS CGSS, Trade Based Money Laundering, KYC, and CT courses.
- Teaching students the mechanics, methods, and detection techniques of over invoicing, under invoicing, phantom shipment, U-boating, counterfeiting, etc.
- Teaching students about regulatory requirements of Bank Secrecy Act (BSA) and Patriot Act (314A, 314B and 311 actions).
- Presentation and review of case studies
- Instructor for ACAMS Terrorism Financing certificate course.
- Teaching students mechanics, methods, and detection techniques of terrorism financing including hawala and MSB abuse, micro financing, legitimate business obfuscation, antiquities looting/smuggling/trafficking, narcotics trafficking, trade based money laundering, additional money laundering techniques etc.
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Head of Specialized Research Americas/MENA/Europe

June 2016 – December 2017

Thomson Reuters

Responsibilities:

- Managed Thomson Reuters' Know Your Customer (KYC) specialized research department in 3 global research centers (Washington DC, Singapore, South Africa).
- Launched Thomson Reuters cybercrime research unit.
- Octupled size of specialized research team (from 2 to 16 analysts).
- Developed and updated research guidelines, policies and procedures for terrorism, organized crime, human trafficking, narrative sanctions (50% rule) research and content production.
- Technology advisory for buildout of new backend/ content production UI.
- Launched narrative sanctions team to do deep forensic investigations and content production on narrative content related to US Economic Sanctions.
- Oversaw full stale data refresh and review of all terrorism content (120,000 + records) 3 months ahead of schedule.

Lead Research Analyst – Terrorism and Insurgency

June 2015 – June 2016

Thomson Reuters

Responsibilities:

- Research and analysis (OSINT, social network analysis, link analysis, PACER, Open Corporates, ICIJ dashboard, dark web-TOR/TAILS) on threat networks in numerous jurisdictions.
- Production of threat finance related KYC content for World Check and Thomson Reuters EDD service
- Regional coverage of potential terrorism related networks.
- Production of multiple successful intelligence products that led to the arrest of illicit networks by clients.
- Production of white papers on emerging risks and trend for clients.
- Production of multiple gap analyses on different internal datasets.
- Expertise and command of Wolfsberg Principles, Bank Secrecy Act (BSA), Patriot Act (314a, 314b, 311 actions) OFAC sanctions, global sanctions.

Teaching Assistant, Counter Terrorism Policy
University of Maryland, College Park

September 2014 – December 2014

Responsibilities:

- Assisting students with their research and capstone projects on counter-terrorism/emergency management policy.

Congressional Intern

January 2014 – May 2014

Congressman Dutch C.A. Ruppersberger, Former ranking member HPSCI

Responsibilities:

- Research, and speechwriting.
- Memorandum creation.
- Attendance of policy briefings, congressional hearings, and lobby meetings, and the subsequent briefing of staff members.
- Specific policy work on defense, energy, and foreign relations.

Intern

August 2013 – December 2013

START Consortium, Department of Homeland Security National Center of Excellence

Responsibilities:

- Various open source acquisition projects.
- Policy and report production for national security community.
- Red teaming.
- Threat identification and content production.

Education: University of Maryland, College Park

BA-Communications

Honors: Dean's list, Phi Theta Kappa.

Publications/Presentations/Professional:

- CoinDesk- May 2020- "Crypto grey markets could be unintended consequence of FATF Travel Rule"
- CoinDesk- April 2020- "Ship to Ship Trade and other Secrets of North Korea's Illicit \$1.5B Crypto Stash"
- BBC World News Business Daily- March 2020- "The Great North Korean Crypto Hack"
- Bitcoin Magazine- March 2020- "The Bitcoin Case at the Center of The Fight for Transaction Privacy"
- CoinTelegraph- Aug 2019- "Chainalysis' Jesse Spiro on Crypto Wallet Blocking and It's Potential Impact"
- Bloomberg News- Jun 2019- Crypto Exchanges Are Facing Their Biggest Regulatory Hurdle Yet"
- CoinTelegraph- Jun 2019- "What to Expect at G-20: Money Laundering and Crypto Discussion"
- Presented on cryptocurrency risks and investigation to FIU – February 2020
- Featured speaker at several international conferences
- Keynote Speaker- March 2019- DC Blockchain Summit
- Thomson Reuters Answers Magazine- Summer 2017 – "Threat Finance and the Business of stopping it"

- Thomson Reuters Exchange Magazine – April 2017 – “Taking the Shine off Gold: how illegal mining creates financial risk”.
- Thomson Reuters Expert Talk – April 2016 – “Is it Lax Enforcement in the Americas that leaves individuals vulnerable to exploitation?”
- Provided instruction and presentations on anti-money laundering in numerous countries on four continents
- Lectured on Trade Based Money Laundering (TBML) to US Chamber of Commerce.
- Lectured for Treasury Today publication on Economic Sanctions.
- Lectured on Terrorism Financing at the START Consortium.
- Lectured at Center for International Private Enterprise (CIPE) on Bribery and Corruption.
- Lectured at Global Financial Integrity on economic crime and trade vulnerabilities.
- Presented at multiple CTF plenaries abroad on TBML, De-risking, Terrorist Financing, and Cash Couriers.
- Presented at multiple ACAMS events on terrorist financing, economic sanctions and beneficial ownership.
- Contributed writings on terrorist financing and money laundering risks that were adopted by EU members and delivered in session.
- Delivered presentations at multiple forums on human trafficking, counter-proliferation, sanctions and financial regulations.

Memberships:

- **US Digital Chamber AML Task Force**- Member (2019 – present)
- **Project Participate**- Member (July 2019 – present)
- **Foundation for the Defense of Democracies National Security Fellow** (2018-2019).
- **US Chamber of Commerce Human Trafficking Task Force** – Member (June 2017 – 2019).
- **ACAMS** – Enterprise Member (2016 – present).