

LinkedIn: Sebastian Siegfried Peter Fred Hans Winzker

Email: sebwinzker@gmail.com | Mobile: +49 170 410 41 40 | Business card: card.winzker.net

Profile

My background is in the FX and CFD industry, where I have worked as a co-inventor of new financial technologies and held leadership roles as Head of Sales, Head of Marketing, Chief Operating Officer and, most recently, Chief Executive Officer. I work where financial products, regulation and technology meet: designing products that comply with European regulations from the outset, and building the structures and teams to run them.

My work spans licensing processes, compliance frameworks and international partnerships. I also enjoy sharing what I know about macroeconomics, financial markets and the use of AI in finance, particularly large language models.

Education

- | | |
|---|-----------------|
| ENEB Business School | 01/2026 - Today |
| <ul style="list-style-type: none">◦ <i>MBA (Título Propio) with a focus on Financial Markets and Asset Management</i>◦ <i>(Expected completion: December 2026)</i> | |
| Humboldt-Universität zu Berlin (HU), Germany | 2016 - 2018 |
| <ul style="list-style-type: none">◦ <i>Studies in computer science (no degree)</i> | |
| Campus Rütli Berlin, Germany | 2014 |
| <ul style="list-style-type: none">◦ <i>A-levels (Abitur)</i> | |

Experience

- | | |
|--|-------------------|
| CTM GmbH (Copytrade-Market.com) – Chief Executive Officer | 11/2023 - 12/2025 |
| <ul style="list-style-type: none">◦ Copytrade Market is a brand of CTM GmbH, a German company fully owned by the Gründer Holding Group.◦ Appointed as the first managing director when the company was established in November 2023.◦ Copytrade Market brokers portfolio management mandates to licensed asset managers and in this way offers copy trading within a regulated structure. Its self-developed technology brings clients, strategy providers, brokers, affiliates and asset managers together on one platform, so that both experienced and inexperienced investors can follow successful traders according to their personal risk profile.◦ Created a regulatory-compliant ecosystem integrating clients, strategy providers, brokers, affiliates and asset managers.◦ Responsible for all development, processes and company operations. | |
| GS Holding GmbH – Chief Executive Officer | 02/2023 - 10/2025 |
| <ul style="list-style-type: none">◦ GS Holding GmbH is the joint venture holding company of the Gründer and Steffens family offices.◦ Administered the joint venture holding company on behalf of both family offices. | |
| GS Private Equity GmbH – Chief Executive Officer | 01/2023 - 08/2026 |
| <ul style="list-style-type: none">◦ GS Private Equity enables institutional investors to access and trade private equity investments in customizable amounts.◦ As CEO and CTO, it was my duty to maintain all technological processes and to oversee and administer the entire venture.◦ Developed CFD-based fractional investments in pre-IPO companies with low minimum amounts, structured through existing FSC Mauritius asset management licenses as liquidity provider and through an existing FMA New Zealand-licensed broker.◦ Focused on large-cap companies in “Supertrends” such as AI and sustainable energy, leveraging a global network and co-investing alongside leading PE funds. | |
| SIBC GmbH – Head of Business Development | 01/2024 - 08/2026 |
| <ul style="list-style-type: none">◦ SIBC GmbH is one of the largest distribution coordinators in the European FX and CFD market. It acts as a federation and offers its partners, partly through its cooperation partners, additional services such as copy trading infrastructure (SaaS), asset management, liability protection, white-label brokerage, FX and CFD liquidity, IT systems and much more. | |

- As Head of Business Development, I led the entire business development division to grow our affiliate and introducing broker partnerships internationally.
- Coordinated all services, including copy trading SaaS, asset management and white-label brokerage.
- Recruited, trained and led team members in FX and CFD trading and business development in this specialized niche, while developing support, maintenance and retention techniques for business partners and affiliates.

Self-employed (sole proprietorship) – Business development and advisory 12/2019 - 12/2023

- External Head of Business Development for SIBC GmbH, employed from January 2024.
- Co-inventor of Copytrade Market before CTM GmbH was established: concept, process development, testing, branding and technology of the platform, which operated under the liability umbrella of a licensed institution during this phase.
- Advisory work for brokers and financial service providers in the FX and CFD industry, including BlueSuisse Ltd (Malta): asset management licensing, anti-money-laundering procedures and the MLRO function, staff training, and contributing to an international banking licence application.
- Joint venture and referral partnerships with brokers and financial service providers in Europe.

Winspeare Expert Advisors UG – Chief Operating Officer 03/2019 - 12/2019

- Winspeare Expert Advisors was an independent financial education initiative founded by seasoned analysts to empower traders through advanced market strategies and technical analysis training. The firm specialized in developing custom trading methodologies, mentorship programs and actionable research for retail investors seeking to professionalize their approach to the financial markets.
- I led the entire operational business: developing training material for employees and recruiting them, developing the trading education for clients, running the online marketing and leading all operations and sales divisions.

Trading-house.net AG / Direktbroker.de AG – Head of Conversion and Retention 08/2018 - 02/2019

- Trading-house.net AG is an institutional trading technology and financial services provider specializing in multi-asset electronic execution.
- Direktbroker.de AG is a digital-first retail brokerage democratizing access to the German capital markets.
- It was my duty to draft training material for employees, recruit and train them, and build and lead the entire sales division.

BDSwiss GmbH – Senior Broker 02/2018 - 04/2018

- BDSwiss is a globally regulated multi-asset broker (CySEC, FSC, FSA) offering retail traders leveraged access to forex, commodities, indices, stocks and cryptocurrencies.
- Maintained a portfolio of selected clients, with a focus on the DACH region and German speakers in the MENA region.

Positions of responsibility

CryptoQuant.com – Certified Author 02/2025 - Today

- A leading on-chain data analytics platform delivering real-time blockchain metrics, exchange flows and institutional-grade insights for cryptocurrency investors.

Bundesvereinigung der Fachjournalisten (bdfj e.V.) – Journalist 11/2024 - Today

- BDFJ e.V. is Germany's federal association of specialized journalists. It advances professional standards through accreditation, networking events and industry-specific training (e.g., finance, technology and healthcare journalism), advocates for media ethics and helps members deepen their subject-matter expertise.

Association of Technical Analysts Germany (VTAD e.V.) – Member & Online Author 01/2024 - Today

- A German association for financial analysts and investors providing professional education, networking and certification (e.g., CFTe, MFTA) to advance industry expertise.
- Until 09/2026, I assisted the Hannover regional representative in organizing member meetings and connected industry experts who were invited as speakers.
- I also published an expert article on the association's official website (see below) and took part in the VTAD-Award 2026, a competition for scientific research in technical analysis.

Projects & Publications

Publication: on FinBe.org 07/03/2026

- [After the PFOF ban: what happens to rebates, revenue sharing, CPA deals and introducing brokers](#)

Publication: on FinBe.org	06/16/2026
○ Online Coaching and the German Distance Learning Act: what the new BGH case law means for "academy + consulting" models	
Publication: on FinBe.org	05/11/2026
○ Die MiFID-Ausnahme für die Vermittlung von Vermögensverwaltungsmandaten	
Publication: for CryptoQuant.com	06/13/2025
○ XRP's Recent Surge: Retail Ignites, Whales Sustain	
Publication: for the Association of Technical Analysts Germany (VTAD e.V.)	05/14/2025
○ Die Sahm-Rule: Ein bewährter Rezessionsindikator in außergewöhnlichen Zeiten	
Publication: on LinkedIn.com	04/02/2025
○ Regulatory arbitrage as the ultimate business strategy in FX and CFD brokerage	
Publication: on X.com	03/27/2025
○ Bitcoin as a global liquidity indicator	
Publication: for IT-Finans.se	03/05/2025
○ Nedgång i öppet intresse och förändrad signalerar potentiella möjligheter	
Publication: on X.com	09/17/2024
○ Brokering Portfolio Management Mandates Exempt from Licensing under MiFID	
Financial Technology: Bit-learn.com	2017 - 2018
○ Bit-learn.com was an educational platform specializing in blockchain and cryptocurrency markets, offering retail traders and investors structured courses, technical analysis training and strategy development tools. The platform focused on demystifying digital assets through practical modules covering DeFi, trading psychology and risk management. Its core philosophy was teaching through simple animated videos.	
○ As shareholder and CTO, I was responsible for designing the technology processes and for front-end development.	

Successes & Qualifications

- **Certified:** CryptoQuant author; registered member of the Association of Technical Analysts Germany (VTAD e.V.); author of articles published on the VTAD e.V. website; author for economics and finance at IT Media Group AB; registered member of the Bundesvereinigung der Fachjournalisten (bdfj e.V.).
- **Languages:** **German** (native), **English** (fluent), **Russian** (A2).
- **Technological knowledge:** large language models, machine learning, Claude Code, Google Antigravity, Google Stitch, OpenCode, cryptocurrencies, technical analysis of financial markets, MetaTrader Manager 4 & 5, Bitrix24, Zoho, Canva, Miro, WordPress.
- Co-invented the copy trading platform Copytrade Market.
- Led a family office's successful investment in leading companies such as Anthropic at a valuation of around \$5B.
- Drafted a regulatory framework for asset management in FX and CFD trading.
- Helped build and grow the largest introducing brokerage company in the DACH region (SIBC GmbH).
- Advisor to a German lawyer on financial and crypto institutions (Rechtsanwalt Sascha Müller).
- **Interests:** hiking, art, outdoor sports, regulatory frameworks in finance, neobanking, macroeconomics, large language models, machine learning (for example Kytes.pro, developed with AI).