

Samuel Watts

Product manager and former fintech startup entrepreneur (Entrepreneur First), with a background in quantitative finance. Technical and business expertise across the whole lifecycle of financial software and fintech products.

Professional Experience

Chainalysis

Chainalysis offers cryptocurrency investigation and compliance solutions to global law enforcement agencies, regulators, and businesses as they work together to fight illicit cryptocurrency activity.

Product Manager

2019 - Current

- Responsible for the product management of the data science, coin acquisition, and data infrastructure development teams
 - Strategy development, user research, problem specification, project management, and prioritisation for three engineering teams consisting of 15 engineers
 - Established data science best practices and processes in the previously ad-hoc team. Introduced and defined KPIs. Built data analysis systems to enable metric driven prioritisation
 - Facilitated and contributed to multiple major cryptocurrency investigations for law enforcement
 - Launched end-to-end product support for 64 new digital assets, increasing asset support by 250%. Alongside facilitating engineering, supported initial sales as well as responsible for customer launch, marketing and PR. This directly contributed to \$2m+ increase in ARR
 - Built up subject matter expertise in and developed company strategy for blockchain protocol developments, privacy coins, DeFi, and tokenization. Wrote educational materials and delivered training internally and externally, facilitating large government customer deals
 - Experienced scaling a startup to becoming a unicorn

CodeREG, backed by Entrepreneur First

CodeREG is a regulatory fintech startup that automatically monitors and verifies compliance through digitised financial regulation

Co-founder and CEO

2018 - 2019

- Co-founded company as part of the Entrepreneur First programme. Responsible for product, customer development, sales, raising investment and operations
 - One of only 15 companies to receive investment and pitch at EF demo day out of initial cohort of 100
 - Established connections and pitched to numerous high profile VCs and angel investors, gaining soft investment commitments of £250k
 - Performed enterprise sales and negotiated deals with multiple major investment banks and asset managers
 - Defined the product strategy and co-designed the technical solution. Executed front end and data development work in React and PostgreSQL
 - Advised the FCA on their Digital Regulatory Reporting project

d-fine Ltd.

d-fine is a boutique European consultancy specialising in quantitative and highly technical projects in finance

Senior Consultant

2016 - 2018

- Product management for redevelopment of proprietary exotics and structured product trading platform at a top tier bank to ensure MiFID II compliance
 - Worked closely with end users and stakeholders to write technical specifications combining regulatory, business and user requirements
 - Interfaced with and managed a diverse range of stakeholders to prioritise requirements and successfully deliver the project within tight time frames
 - Project management for development team ensuring go-live by regulatory deadline

- Development and support for Front Arena trading platform at a top tier global bank
 - Successfully introduced a new and improved testing regime using HP's ALM software system
 - Implemented and modified a wide range of tools and processes in Python and ASQL. Executed technical and business problem analysis, defect fixing and system changes
- Support for a large portfolio migration of OTC derivatives to spin-off a legal entity of a top tier global bank
 - Designed both the financial and technical solution. Implemented the migration process in Front Arena
 - Modified and extended a complex XML-based trade interface for all fixed income derivatives
 - Detailed design and developed user interfaces to import and enrich counterparty data
 - Extensive coordination with up- and downstream applications as well as the technical and functional testing teams during all phases ensuring a successful system wide deployment

Consultant

2013 - 2016

- Specification, implementation and adaptation of a supervisory risk and impact assessment system at multiple major European regulatory bodies for the finance sector
 - Worked on all aspects of delivering the software including: gathering specifications, leading areas of front and back end development, testing, bug fixing, deployment and user training

Jiujiang No. 3 Middle School, through the British Council English Language Teacher

2012 - 2013

Education

MSc in Mathematical Finance University of Oxford

2015 - 2017

- Dissertation on behavioural economics and the bond yield curve. Research projects on machine learning for hedging strategies, modelling market microstructure, and credit default swap modelling in the financial crisis.
- Part time course studied alongside full time job

Master of Mathematics, First Class Honours University of Warwick

2008 - 2012

- Master's research project modelling Twitter trends. Specialised in stochastic analysis, complex systems, population dynamics, matrix analysis & algorithms and combinatorial optimisation
- Co-founded LoveYourUni society. Grew membership from 30 to 300+ within one year.

Copies of my academic research are available at <http://samueldwatts.com/research/>

Skills

- Programming languages: C#, Python, MATLAB, SQL, XML, HTML, Javascript, ReactJS, and R.
- Software: MATLAB, MS-Office Suite, MS-SQL Server Management Studio, MS-SQL Server Reporting Services, Visual Studio, and Front Arena.
- Intermediate Mandarin Chinese and German.
- 'Teaching English as a Foreign Language' qualified.

Interests

- Travelling to unusual places
- Playing, writing and listening to music