

Samuel Watts

Product management leader and former startup entrepreneur, with a background in quantitative finance technology. Deep crypto expertise plus technical and business experience across the whole lifecycle of startups, crypto & fintech products, and financial software.

Professional Experience

Transak

Transak is a developer integration toolkit and fiat-to-crypto on-ramp that enables any app or website to let its users buy or sell crypto.

Head of Product

2021 - Current

- Joined as the first product person in the company. Established, grew and led product management as a practice and department.
 - Helped grow Transak from 20 to 100+ employees and monthly transaction volume 37x to \$71M
 - Developed company strategy and product vision alongside the co-founders and Head of Revenue
 - Established product management best practices across the organisation including OKRs, metrics dashboards, product roadmap, prioritisation, project management, and communication processes
 - As a direct product manager executed multiple major projects: increased country coverage to 125+ including US rollout, bespoke risk system to obtain FCA approval and decrease fraud, 5 additional payment methods including Apple & Google pay, replaced KYC provider, KYC sharing API, and direct to on-chain protocol on-ramp
 - Established hiring for product and data teams and hired first team members
 - Sourced, assessed, negotiated and closed multiple 6 and 7 figure enterprise software purchases
 - Performed a wide variety of tasks required within an early stage startup across marketing, sales, tech support, customer success, operations, data science, partnerships, compliance and HR

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 - 2021

- 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 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 DeFi, NFTs, blockchain protocol developments, privacy coins, 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 smart contract encoded financial regulations

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 from Entrepreneur First 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
- Development plus business and technical support for Front Arena trading platform at a top tier global bank
- Design and implementation of a large portfolio migration of OTC derivatives to spin-off a legal entity of a top tier global bank

Consultant

2013 - 2016

- Specification, implementation, adaptation and roll-out of a supervisory risk and impact assessment system at multiple major European regulatory bodies for the finance sector

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: Python, C#, SQL, MongoDB, R, MATLAB, HTML, Javascript and ReactJS
- Intermediate Mandarin Chinese and German
- 'Teaching English as a Foreign Language' qualified

Interests

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