

Samuel Watts

Product management leader and former startup entrepreneur, with a technical background in data science and quantitative finance technology. Technical and business experience across the whole lifecycle of startups, big data driven products, and enterprise tooling.

Professional Experience

FIS

Multinational developer of fintech solutions in merchant, banking and capital markets. FIS facilitates the movement of \$9 trillion annually in service to over 20,000 clients and 1 million merchants in 130+ countries

Director of Product

2022 - Current

- Lead the Web3 product management team, as part of FIS' strategic investment in Web3 technology for enterprises and financial institutions
 - Defined product strategy and roadmap to develop and add blockchain and Web3 technology to selected existing software and services, as well as net new capabilities
 - Transformed team from research and experimentation to customer focused product delivery
 - Extensive collaboration with risk, legal and compliance teams to safely and compliantly deliver enterprise ready products in a high risk sector
 - Overseeing end to end delivery of multiple projects including: digital asset wallet as a service API, stablecoin transfer, stablecoin settlement, crypto pay, Web3 loyalty & NFT as a service API

Transak

Developer integration toolkit and fiat-to-crypto on/off-ramp that enables any app or website to let its users buy or sell crypto

Head of Product

2021 - 2022

- Joined as the first product person in the company. Established, grew and led product management as a practice and function
 - 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: bespoke risk system to obtain FCA approval and decrease fraud, increased country coverage to 125+, 5 additional payment methods, direct to on-chain protocol on-ramp, replaced KYC provider and KYC sharing API
 - Established hiring processes 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, risk and HR

Chainalysis – Product Manager

2019 - 2021

Cryptocurrency investigation, compliance and risk solutions for global law enforcement agencies, regulators, and businesses as they work together to fight illicit cryptocurrency activity

- Product managed the data science, data engineering and blockchain acquisition 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
 - Product managed the complete rearchitecting and refactoring of the data pipelines to AWS, Kubernetes and Kafka, to enable exponential scaling of data infrastructure
 - Scaled blockchain data ingestion, increasing digital asset coverage by 250% and directly contributing to \$2m+ increase in ARR

- Facilitated and contributed to multiple major cryptocurrency investigations for law enforcement
- Experienced scaling a startup to becoming a unicorn

CodeREG – Co-founder and CEO

2018 - 2019

Regulatory fintech startup that automatically monitors and verifies compliance through smart contract encoded financial regulations

- Co-founded company as part of the Entrepreneur First startup accelerator programme
 - One of only 15 companies to receive investment from Entrepreneur First out of initial cohort of 100
 - Ran company, raised investment, and performed enterprise sales with multiple major investment banks & asset managers
 - Defined the product strategy, and co-designed and built the technical solution
 - Advised the Financial Conduct Authority on their Digital Regulatory Reporting project

d-fine – Consultant

2013 - 2018

Boutique European consultancy specialising in quantitative and highly technical projects in finance

- Project highlights:
 - Product management for redevelopment of proprietary exotics and structured product trading platform at Commerzbank to ensure MiFID II compliance
 - Design and technical implementation of a large portfolio migration of OTC derivatives to spin-off a legal entity of Credit Suisse
 - Specification, design, development, implementation, adaptation and roll-out of supervisory risk and impact assessment systems at the European Central Bank, Central Bank of Ireland & Guernsey Financial Services Commission

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

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

Technical Skills

- Programming languages: Python, C#, SQL, MongoDB, R, MATLAB, HTML, Javascript and ReactJS

Interests

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