

Sebastian Quadrat

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PROFESSIONAL EXPERIENCE

PROMETHEUS (Startup)

San Francisco, CA

Head of Product, Co-founder

Mar 2019 - Apr 2021

- Developed embedded financing platform that enabled vertical software companies to lend to their customers and suppliers
- Drove SMB loan product roadmap and oversaw MVP build by frontend and backend SWEs using agile methodology
- Optimized logistic regression credit decisioning model with payment volatility and velocity to predict defaults with AUC +0.8
- Cultivated relations with three vertical SaaS firm executive teams as part of go-to-market strategy and to gauge customer needs
- Accepted to FinTech Sandbox, offered funds from venture capital firms, shuttered due to Covid-19 lockdown impact on SMBs

DROPBOX

San Francisco, CA

Business Strategy Manager, Business Strategy and Operations Team

July 2016 - Feb 2019

- Developed and tested vertical and horizontal SaaS product roadmaps with feature prioritization for Dropbox Business tier
- Formulated and drove OKRs and KPIs for COO to counter flagging outbound sales efficiency leading to +30% improvement
- Orchestrated user research with 150+ interviews and 500+ surveys which provided strategic rationale for HelloSign acquisition
- Collaborated with senior product director to tie product pricing to local currency outlooks to fix out of line pricing by 5-20%
- Devised partnership framework with revised metrics for business development team, resulting in a ~35% rise in new deal ROI
- Spearheaded A/B testing-based voluntary and billing churn mitigation roadmap credited with ~10% rise in new cohort retention

MERRILL LYNCH

Palo Alto, CA

Investment Banking Associate, U.S. Technology Group

May 2015 - July 2016

- Enabled C-level executives to drive deals using DCF, LBO and IPO valuations (e.g. \$2B electronics and \$1.5B semi firm deals)
- Managed cross-functional diligence processes and client relationships for M&A (e.g. \$9B software and \$1B adtech firm deals)

DEUTSCHE BANK

New York, NY

Investment Banking Associate, U.S. Financial Institutions Group

July 2014 - May 2015

- Executed end to end SPAC processes with roadshows, decks and filings (e.g. \$325M media and \$350M chemical firm SPACs)
- Structured successful \$6.3B PE purchase of Australian GE Capital credit card assets and \$5.7B ANZ Esanda sale in Sydney

AMUNDI ASSET MANAGEMENT

Tokyo, Japan

Research Analyst (pre-MBA), Japanese Investment Management Division

Mar 2012 - Jun 2012

- Synthesized fund structure for Japan CIO to increase AUM by 10% with optimized volatility exposure for weak yen BOJ policy

CRÉDIT AGRICOLE CLSA

Tokyo, Japan

Research Analyst, Japanese Equity Research Division

May 2008 - Nov 2011

- Drove +\$120M annual bank stock trading volume with authored equity research; highly ranked by Fidelity, Capital, Wellington

INDEPENDENT PROJECTS

Individual: solved challenges by building Python-based data tools

Aug 2021 – Present

- Estimated gamma exposure of market makers using tda api for price, Selenium to pull CBOE options and py_vollib to calculate
- Determined net option pricing using tda api for long and short option values, NumPy to calculate and Matplotlib to plot output
- Built a market metrics tracker using tda api for data, pandas to calculate, PostgreSQL to store data and Streamlit for dashboard

Product Manager: led 0 to 1 tech product development with team of SWEs and mobile UX designer

Dec 2016 – Jan 2019

- **Bloomberg for Robinhood users app** - oversaw React Native app development and user research with 52 users for A/B testing
- **Debit card points API** - architected API, designed integration framework and collaborated with stakeholders at two banks
- **Algorithm builder app** - sketched wireframes, built Figma prototype with UX designer and did market research with 23 users

EDUCATION

YALE SCHOOL OF MANAGEMENT

New Haven, CT

Master of Business Administration

May 2014

- Distinctions in seven courses (top 10%) | RE Investors course teaching assistant | Built Global Financial Crises course modules
- UBS Investment Bank 2013 summer intern in NYC - constructed models for AXP \$900M JV and WFC \$1.5B stock offering

Graduate Certificate of Concentration in Development Studies

- Dissertations on Chinese insurance industry with Professor Stephen Roach and shadow banking with Professor Zhiwu Chen

UNIVERSITY OF FLORIDA

Gainesville, FL

Bachelor of Science in Business Administration with a Major in Marketing

May 2008

- Awarded 100% Bright Futures Academic Merit Scholarship (IB Diploma recipient) | Member of UF Honors Program

ADDITIONAL INFORMATION

- **Data:** Python (pandas, NumPy, sklearn), SQL, Git, Tableau, Excel • **Exam:** GRE (Q:167,94th percentile, V:161,87th percentile)