

Christopher Seaman

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EXPERIENCE

Director of Product - Growth | **Rollbar** 2020 - Present

Founded the Growth function and hired technical leadership. Set priorities and strategy for Growth and the core app team, reporting to the CEO. Established a platform for experimentation and best practices for feature instrumentation. Built features and experiments, including refreshed self-service pricing to position the company more competitively.

Founder | **Monett** 2019 - 2019

Co-founded fintech startup focused on helping independent contractors with their banking and taxes, targeting gig economy workers. As head of product and research, I secured initial funding, recruited and hired engineering & design, and set sprint and epic priorities while building our MVP.

Growth & Monetization Lead | **Dropbox** 2017 - 2018

Led a team of 10 responsible for the growth of Dropbox's individual paid plans (representing the majority of revenue) through IPO. Launched free trials for Dropbox mobile and redesigned the over-quota user state (where most free users convert to paid). Web, email, and in-product experiments resulted in wins totaling \$80m+ in annual recurring revenue.

Data Science Team Lead | **Atlassian** 2013 - 2017

Founded, hired, and led the growth data science team (5 people) from pre- to post-IPO. Responsible for A/B testing, personalization, and optimization of Atlassian signup flows as well as research design of online marketing efficacy, attribution, and ROAS. Winning experiments resulted in 250,000 additional active users and millions of dollars in saved marketing spend. Recruited and interviewed the entire marketing analytics team of 10.

Experiment Design & Analysis | **eBay** 2012 - 2013

Designed methodologies for generative research on web-scale data. Created and extended analytical, segment-based tools for more informed planning and improved efficiency in the experimentation of site-wide changes. Designed tools and protocols for running experiments on terabyte-scale datasets.

Adjunct Professor | **City University of New York & Babson College** 2008 - 2012

Developed and taught at the undergraduate, masters, and doctoral level in courses covering mathematics, analytics, statistics, data-mining, and visualization with a focus on business applications.

Research Fellow | **International Technology Alliance** 2008 - 2010

Conducted novel cryptographic research within a consortium of universities and information industry partners alongside the U.S. Army Research Labs and U.K. Ministry of Defense / Government Communications Headquarters.

Statistical Researcher | **Human Services Research Institute** 2004 - 2006

Designed an economic and outcomes-based model of mental health systems based on Markov processes. Oversaw and conducted primary statistical analyses and meta-analytic comprehensive reviews. Researched meta-analysis of disparate Markov transition probability tables into a single simulation.

Bioinformatics Analyst | **Whitehead Institute at MIT** 2001 - 2004

Mapped portions of the human genome as a tiling path of bacterial artificial chromosomes informed by disparate data sources & comparative genomics. Collaborated in publishing the Human Genome Project, with two articles in *Nature*.

EDUCATION

City University of New York | *New York, NY — M.A. in Mathematics; Ph.D. all but dissertation*

Wheaton College | *Norton, MA — Bachelor of Arts in mathematics, cum laude*

NONPROFIT

Board of Directors, Governance Chair | **Felton Institute** 2018 - Present

PUBLICATIONS

Seaman C, Allen IE, Seaman JE. Dissecting Discrimination. *Quality Progress*. 2020 August; 53 (8): 47-49.

Seaman C, Allen IE, Seaman JE. The Complete Picture. *Quality Progress*. 2019 February; 52 (2): 52-56.

Seaman JE, **Seaman C**, Allen IE. So Many Variables, So Few Observations. *Quality Progress*. 2013 September; 46 (9):34.

Reynolds M, Stephen R, **Seaman C**, Rajagopalan K. Persistence and Adherence to Disease Modifying Drugs Among Patients with Multiple Sclerosis, *Current Medical Research & Opinion*, 2010 March; 26 (3): 663-674.

Reynolds M, Stephen R, **Seaman C**, Rajagopalan K. Healthcare Resource Utilization Following Switch or Discontinuation in Multiple Sclerosis Patients on Disease Modifying Drugs, *Journal of Medical Economics*, 2010 March; 13 (1): 90-98.

Seaman C, Boklan KD, Dent AW. Broadcast Encryption with Multiple Trust Centers and Dynamic Coalitions, featured presentation at LatinCRYPT 2010, also presented at Annual Conference of the International Technology Alliance 2009.

Leff HS, Chow CM, Pepin R, Conley J, Allen IE, **Seaman C**. Does One Size Fit All? What We Can & Can't Learn from Meta-Analysis of Housing Models for Persons with Mental Illness, *Psychiatric Services*, 2009 April; 60 (4): 473-82.

Allen IE, **Seaman C**. Predicting Success, *Quality Progress*, 2009 February; 42 (2): 60-63.

Nordstrom BL, **Seaman C**, Reynolds MW, Rajagopalan K. Medical Costs Associated with Treatment Change in Multiple Sclerosis, presented at International Society For Pharmacoeconomics and Outcomes Research 13th Annual International Meeting, 2008 November.

Allen IE, **Seaman C**. The Trusty Jackknife, *Quality Progress*, 2008 July; 41 (7): 56-58.

Allen IE, **Seaman C**. Match Game, *Quality Progress*, 2008 February; 41(2): 56-58.

Allen IE, **Seaman C**, Data Mining in Quality and Reliability, chapter in *Encyclopedia of Statistics in Quality and Reliability*, edited by Fabrizio Ruggeri, Frederick Faltin, and Ron Kenett, John Wiley & Sons Ltd, 2008.

Reynolds M, **Seaman C**, Rajagopalan K, Roth E. Real-World Assessment of Patient Adherence and Treatment Discontinuation Among Different Treatments for Multiple Sclerosis, presented at the 23rd Congress of the European Committee for Treatment and Research in Multiple Sclerosis, 2007 October.

Allen IE, **Seaman C**. Likert Scales and Data Analyses, *Quality Progress*, 2007 July; 40 (7): 64-65.

Ross SD, Allen IE, Henry DH, **Seaman C**, Sercus B, Goodnough LT. Clinical Benefits and Risks Associated with Epoetin and Darbepoetin in Patients with Chemotherapy-Induced Anemia: A Systematic Review of the Literature, *Journal for Supportive Oncology*, 2007 April; 5 (4,supplement 2): 20-21.

Allen IE, **Seaman C**. Superiority, Equivalence and Non-Inferiority, *Quality Progress*, 2007 February; 40 (2).

Haas T (listed within article as Allen IE, **Seaman C**). Top Schools: 2006, *Philadelphia Magazine*, 2006 September.

Ross SD, Allen IE, Henry DH, **Seaman C**, Sercus B, Goodnough LT. Clinical Benefits and Risks Associated with Epoetin and Darbepoetin in Patients with Chemotherapy-Induced Anemia: A Systematic Review of the Literature, *Clinical Therapeutics*, 2006 June; 28(6): 801-31, presented at the 18th Annual Symposium of the Multinational Association of Supportive Care in Cancer, 2006 June.

Allen IE, **Seaman C**. Different, Equivalent or Both?, *Quality Progress*, 2006 July; 39 (7).

Olkin I, Allen IE, **Seaman C**. Hierarchical Modeling Using Individual Patient Meta-Analysis, presented at the New England Statistical Symposium, 2006 April.

Taylor T, et al (including **Seaman C**). Human chromosome 11 DNA Sequence and Analysis Including Novel Gene Identification, *Nature*, 2006 March 23, 440 (7083): 497-500.

Allen IE, **Seaman C**. Data Mining for Quality, *Quality Progress*, 2006 February; 39 (2).

Ozment K (in article as Allen IE, **Seaman C**). Smart Answers (the Best Schools), *Boston Magazine*, 2005 September.

Allen IE, **Seaman C**. Cumulative Meta-Analysis, *Quality Progress*, 2005 April; 38 (4), also *Babson Free Press*, 2005 May.

International Human Genome Sequencing Consortium (full author list in supplemental material). Finishing the Euchromatic Sequence of the Human Genome, *Nature*, 2004 October 21; 431(7011): 931-45.