Daniel Stepanov

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Experience

PlayCall, January 2019 – Present
Head of Product (Contract)
- Established and owned 6 month product roadmap in collaboration with founders.
- Prioritized & productized fantasy league-based backlog for the engineering team to meet business goals—shipped on schedule.
- Released MVP of mobile application, backend, and command center within 3 months—enabled company to secure additional capital from DRIVE by DraftKings.
- Spearheaded user research & customer discovery across 500+ users to prioritize the product roadmap.
- Transformed customers' requests into actionable epics and tasks for reference in defining and maintaining the 3 & 6-month product roadmaps.

CTRL LA, September 2018 – June 2019
Head of Operations
- Managed multiple clients simultaneously including a number of VC-backed startups.
- Defined product feature sets and drafted requirements for 10 products spanning: venture capital, enterprise SaaS, augmented reality, learning management, and food delivery.
- Cultivated and managed multiple distributed teams of engineers, designers, and product managers ranging in headcount from 3 - 15 each.
- Scaled business operations to $1M+ ARR—up from $100k.
- Built a modular AR Framework for Nike and RedBull—allowing engineers to quickly create new AR experiences.
- Defined and executed a UX overhaul for a chrome extension that provides context on news articles.

Slice Capital (Undergoing Acquisition), January 2017 – Present
Co-Founder & Chief Technology Officer
- Coordinated and built out an entire equity crowdfunding portal within a year, including approval of the platform by the SEC and FINRA.
- Defined and executed improvements to the onboarding and identity verification processes which increased weekly user onboarding by an order of magnitude—completed within a 2 month timeline.
- Maintained Reg CF portal status through continued feature development by managing relationships with Stripe, Plaid, the SEC, and FINRA.
- Developed a series of iterative, low-cost growth experiments that fit in line with Slice Capital's relatively bootstrapped rapid product development strategy.
- Raised $500k+ in angel funding.

Hashtack, September 2014 – April 2015
Product Manager & Software Engineer
- Defined, roadmapped, and implemented new mobile app utilizing Swift, MVVM design pattern, and Reactive Cocoa.
- Worked closely with the product, design, & engineering teams to tighten the product feedback loop.
- Implemented agile methodologies and technologies to speed-up our development cycle.

Amplified.us, May 2013 – September 2014
Co-Founder & Chief Executive Officer
- Oversaw development of the service, daily operations, and the management of the company.
- Established departmental budgets and maintained the P&L, income statement, and capitalization table for the organization.
- Recruited and mobilized a university-wide set of street teams—totaling roughly 40 students.