Sampei Omichi

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Education and Background

Babson College, Class of 2020   Wellesley, Massachusetts
> *B.Sc in Business Administration*
> *Concentration in Technology, Entrepreneurship, and Design (TED)*
> **Cumulative GPA:** 3.79/4.00

Saigon South Interational School, Class of 2017   Ho Chi Minh City, Vietnam
> *High School, General Studies*

Oxford University, Summer of 2017   Oxford, United Kingdom
> *Oxbridge International Summer School, Physics: Special Relativity*

Work Experience

Alto Financial, Operations Analyst — *San Francisco, California*   June 2019 – Current
- Conducted a process of selecting a customer support helpdesk software from ten contenders by analyzing system requirements and functionality.
- Thought out specifications and scoped an MVP version of an administrative dashboard.
- Wireframed the customer support section of the main web application and the administrative dashboard.
- Built out a customer support workflow and ticketing system in Zendesk.
- Assisted in application process for various government licenses required for operating in certain states.

DG Lab & DG Lab Fund, Summer Analyst (Blockchain Team) — *Tokyo, Japan*   June 2018 – August 2018
- Performed market research, comparable company analysis, and due diligence for a potential investment that ultimately got funded by DG.
- Conducted analysis on securities law and made accurate predictions on the SEC's legal classification of five digital currencies to assess the level of risk for portfolio companies.
- Designed and presented a five-year plan to build a vibrant Bitcoin developer community in San Francisco and Tokyo with the goal of developing the engineering community.
- Became the first intern for DG Lab Fund and outlined a program for future summer analysts which was presented to the DG Lab Fund team which includes the Chief Operating Officer, Masahito Okuma.

Projects

Toca, Partner of Business — *Cambridge, Massachusetts*   October 2018 – May 2019
- Co-designed the landing page to our website: *toca-app.com*.
- Conducted market research on 20+ potential clients and built a sales funnel to close deals.
- Formulated a framework to categorize competitors by market segments.
- Assisted in the design of a pilot in Timor Leste and Philippines to validate the feasibility of the business model.

Mai Tam Orphanage, President — *Ho Chi Minh City, Vietnam*   September 2013 – May 2017
- Raised $2000 to fund HIV/AIDS treatment for orphans in response to reductions in funding by the Vietnamese government.
- Developed a peer mentoring program for students to teach English to over 100+ orphans for secondary English education.

Skills, Activities & Interests

Languages: Fluent in English; Conversational Proficiency in Japanese and Vietnamese

Technical Skills & Certifications: Intermediate Python, Introductory JavaScript, Certified Bitcoin Professional (CBP)

Interests: Bitcoin, soccer, Austrian economics, photography, and chess