

Sam Rapowitz

(678) 350-5371 | sam@samrapowitz.com

EDUCATION

Yale University

Bachelor of Arts in Economics

- GPA: 3.81 / 4.00

New Haven, CT

August 2014 - May 2018

Georgia Tech Full Stack Web Development Bootcamp

Intensive coursework in MERN Stack

Remote

September 2021 - April 2022

WORK EXPERIENCE

Capital One Financial Corporation

Product Manager, Capital One Lab

Remote

September 2019 – Present

- Transitioned to Capital One's internal digital innovation lab as a product manager
- Managed product for novel transaction-based customer authentication tool projected to save Capital One ~\$20M/year
- Managed product for Capital One's efforts to build cryptocurrency buy, sell, and hold capabilities for consumers
- Helped build strategy practice within the Lab; led group-wide strategy trainings and worked with product managers to fine-tune strategic approach to problem solving
- Advised concepts and projects across the Lab's entire portfolio

Capital One Financial Corporation

Strategy Associate - Sr. Associate, Corporate Strategy

McLean, VA

August 2018 – September 2019

- Associate in internal strategy consulting group reporting directly to CEO of Capital One
- Researched and presented on emerging threats to subprime card business for SVP of largest revenue-generating division of Capital One
- Assisted with engagement for Chief Compliance Officer to cut \$30M in cost across Fraud and AML
- Identified, researched, and presented on key risks of the future for engagement with Chief Risk Officer
- Identified, pressure tested, and presented on highest leverage future enterprise-wide business opportunities to CEO of Capital One

Capital One Financial Corporation

Corporate Strategy Summer Associate

McLean, VA

June 2017 – August 2017

- Assisted with strategic due diligence on \$150M potential acquisition
- Analyzed data on demographic of key importance for Capital One and presented findings to EVP of Strategy

Clutch Technologies (Acquired Summer 2018 by Cox Automotive)

Product Management Intern

Atlanta, GA

May 2016 – August 2016

- Performed technical product management role at automotive tech startup
- Built model using PostgreSQL to quantify and rank Clutch's relationship with its customers; necessary to identify where to focus customer-satisfaction efforts to decrease churn
- Statistically analyzed customer behavior with PostgreSQL to determine validity of proposed product changes

Oxygen Dates

Co-founder and CEO

Arlington, VA

May 2018 – September 2020

- Designed entire customer experience and created go-to-market strategy for crowdsourced date idea platform (currently in QA)
- Conducted empathy interviews and surveys to gauge interest in and refine platform
- Created dating blog and podcast to improve SEO and drive engagement to the Oxygen Dates brand

SKILLS, ACTIVITIES & INTERESTS

Languages: Proficient in Spanish, Learning Hebrew

Technical Skills: SQL, Java, Stata, R, Javascript, CSS, HTML, Bootstrap