

Sam Rapowitz

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EDUCATION

Georgia Tech Full Stack Web Development Bootcamp

Intensive Coursework in MERN Stack

Remote

September 2021 - April 2022

Yale University

Bachelor of Arts in Economics

New Haven, CT

August 2014 - May 2018

- **GPA:** 3.81 / 4.00

WORK EXPERIENCE

Capital One Financial Corporation

Remote

Sr. Associate - Manager, Product Management, Capital One Lab

September 2019 – Present

- Transitioned to Capital One's internal digital innovation lab as a product manager
- Assisting Capital One's efforts to build cryptocurrency buy, sell, and hold capabilities for consumers
- Launched novel transaction-based customer authentication tool projected to save Capital One ~\$20M/year while doubling successful authentication rate and decreasing handle time for target customers
- Led effort to explore payments opportunities within the Metaverse
- Helped build strategy practice within the Lab; led group-wide strategy trainings and advised concepts and projects across the Lab's entire portfolio
- Created 50+ inventions that were filed to the patent office

Capital One Financial Corporation

McLean, VA

Strategy Associate - Sr. Associate, Corporate Strategy

August 2018 – September 2019

- Worked 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 during engagement with Chief Risk Officer
- Analyzed, pressure tested, and presented on highest leverage future enterprise-wide business opportunities to CEO of Capital One

Capital One Financial Corporation

McLean, VA

Corporate Strategy Summer Associate

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)

Atlanta, GA

Product Management Intern

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

PROJECTS

Sauce

Remote

Co-founder

November 2020 – July 2021

- Designed and created development strategy for mobile-based social commerce platform focusing on watches
- Led outreach to 300+ ecommerce and watch brands; successful in getting 2 brands to sign LOIs to pilot the platform

Oxygen

Remote

Co-founder

May 2018 – September 2020

- Designed entire customer experience and created go-to-market strategy for crowdsourced web-based date idea platform
- Conducted empathy interviews and surveys to gauge interest in and refine platform

SKILLS & INTERESTS

Technical Skills: SQL, Javascript, CSS, HTML

Interests: Watches, Web3, Tennis