

## SUMMARY

*Technical and data science product manager with a proven track record of driving new initiatives to successful outcomes, building quantitative and machine-learning models and employing data analytics to inform strategic decisions*

## CAREER ACHIEVEMENTS

### NEW PRODUCT DELIVERY

- Responsible for successful launches of new products including data science and machine learning tools, global payment services, API suites, online portals, cash-management and trading applications and numerous external and internal features

### DATA SCIENCE MODELING & QUANTITATIVE ANALYSIS

- Demonstrated expertise in developing and applying quantitative tools including constructing data science projects, building a groundbreaking financial-risk research service and authoring papers and blog posts

### TECHNOLOGY LEADERSHIP & ECOMMERCE MANAGEMENT

- Led eCommerce teams for two major banks each generating over \$350MM in annual revenue and directed product management, sales, service, trading and research teams of over 50 members

## WORK EXPERIENCE

### PayPal

Technical Product Manager – Data Science  
San Jose

*Lead the design, construction and deployment of internal machine learning tools and models*

#### *Achievements*

- Upgraded PayPal's web crawling program to cover millions of sites per day new
- Successfully modernized PayPal's industry-classification models now covering 400M+ customers and used in 50+ use cases
- Redesigned and deployed PayPal's natural language processing Python library handling long and short PayPal dynamic text
- Developed data science lineage model covering thousands of tables, variables and models
- Designed Large Language Model (LLM) benchmark tools

### VEEM

Technical Product Manager  
San Francisco

*Oversaw the ideation, validation and delivery of global business payments functionality*

#### *Achievements*

- Launched new application feature allowing for locked foreign exchange (FX) rates on scheduled payments
- Successfully released debit card and wallet functionality achieving user adoption and transaction-activity targets
- Substantially improved finance and risk team processes by coding automated reconciliation programs
- Built data models (SQL, JavaScript and Python) to incorporate transaction-activity and user-behavior into feature design and for use in production payment processing

### WELLS FARGO BANK

Head of FX Electronic Commerce  
San Francisco

*Led product management, domain sales and service for the \$350MM/year revenue electronic Foreign Exchange division*

# Stephen Godfrey

## *Achievements*

- Attained revenue, product-delivery and customer-deployment objectives
- Delivered successful electronic products including upgrading user applications, expanding FX's system-to-system (API) interfaces, enriching Wells' global payments suite and launching a professional trading offering
- Led major infrastructure, compliance and integration initiatives
- Prioritized, funded and executed the eFX product roadmap
- Spearheaded major infrastructure and compliance buildouts

## **BANK OF AMERICA MERRILL LYNCH**

Co-head of FX Electronic Solutions  
San Francisco, London, Los Angeles

*Co-led the global electronic trading, cross-currency payment and consumer FX teams generating \$400MM/year revenue*

## *Achievements*

- Attained customer-deployment and investment objectives for eCommerce businesses
- Championed and successfully delivered revenue and expense-reduction objectives of a nearly \$100MM online portal investment
- Defined the strategy and roadmap for Global Foreign Exchange's internet-delivered client products covering both research and transactions
- Organized and addressed client seminars and spoke at industry forums
- Edited and contributed to the Bank's Journal of Risk Analysis and wrote research articles for trade & academic journals

## **TSA CAPITAL MANAGEMENT**

Quant Analyst  
Los Angeles

*Researched and implemented Tactical Asset Allocation (TAA) overlay strategies for pension fund and large trust clients investing in international stocks, bond and cash*

## **EDUCATION**

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### **UNIVERSITY OF CALIFORNIA, LOS ANGELES**

The Anderson School, MBA

### **UNIVERSITY OF CALIFORNIA, LOS ANGELES**

BS Applied Mathematics/ Economics

### **GENERAL ASSEMBLY**

Data Science Immersive

## **KEY SKILLS**

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### **PRODUCT MANAGEMENT & STRATEGY**

- Strategy setting
- Product definition
- Requirements definition
- Road mapping
- Initiative management
- New product and enhancement delivery
- Metric establishment & measurement
- User & activity analysis

### **QUANTITATIVE ANALYSIS & DATA MODELING**

- Linear/logistic regression and classification modeling
- Machine learning techniques
- Deep learning
- Natural language processing
- Data capture & cleaning
- Data exploration & visualization

### **PROGRAMMING TOOLS**

- Languages, Libraries and APIs: Python, SQL, Visual Basic, JavaScript, PySpark, Hive, pandas, NumPy, scikit-learn, statsmodels, TensorFlow 2 (Keras), seaborn, Plotly, Selenium, gensim, NLTK, Google Cloud, BigQuery, GSuite, Twitter, GDELT, Hugging Face, BeautifulSoup

## **VOLUNTEER**

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Statistics Without Borders

- Full Circle Fund Technology Accelerator Program
- UCLA Math and Stats Chair's Council
- DataKind
- GLIDE San Francisco