SEBASTIAN QUADRAT

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PROFESSIONAL EXPERIENCE

PROMETHEUS (Startup)   San Francisco, CA
Head of Product / Co-founder   *Mar 2019 – Jan 2021*
- Developed embedded financing platform that enabled vertical software companies to lend to their customers and suppliers
- Designed financial structures for both customer balance sheet-backed and external (i.e. specialty lenders) funding models
- Built logistic regression-based credit-decisioning model around customer payment volatility and payment velocity training data
- Scoped loan and line of credit products with CTO; helped oversee product build by frontend and backend engineers
- Nurtured relations with 3 end users for MVP testing; grew feedback pipeline to develop MVP and customer empathy
- Accepted to FinTech Sandbox, offered seed funds from early stage VCs, closed due to Covid-19 impact on SMB sector

DROPBOX   San Francisco, CA
Business Strategy Manager, Business Strategy and Operations Team   *July 2016 – Feb 2019*
- Determined new benchmarks and model to address flagging outbound sales leading to -30% HC with similar team performance
- Developed build/buy/partner analysis and GTM strategy for two-year product roadmap for shift into content-based collab space
- Built jobs-to-be-done framework from 150+ customer interviews and 500+ survey responses which led to HelloSign acquisition
- Devised partnership vetting framework w/ updated target metrics for biz dev team which led to ~35% rise in avg new deal ROI
- Collaborated with senior director of product to tie international pricing to currency outlooks to rectify out of line pricing
- Spearheaded A/B testing-based voluntary and billing churn mitigation plan that led to ~10% reduction in newer cohort churn

MERRILL LYNCH   Palo Alto, CA
Investment Banking Associate, U.S. Technology Group   *May 2015 – July 2016*
- $2B acq. by electronics com. firm and $1.5B acq. by semi company - built strategic rationale decks and M&A models for CEOs

DEUTSCHE BANK   New York, NY & Sydney, Australia
Investment Banking Associate, U.S. Financial Institutions Group   *July 2014 – May 2015*
- $325M media & $350M chemical SPACs - executed investor roadshows (pre + post target), built IPO decks, wrote SEC filings
- Dispatched to Sydney for 2 months to structure: $6.3B purchase of AU GE Capital assets and $5.7B ANZ Esanda sale

AMUNDI ASSET MANAGEMENT   Tokyo, Japan
Research Analyst, Japanese Investment Management Division   *2012*
- Developed fund structure for Japan CIO to increase AUM; determined optimal volatility exposure for weaker yen BOJ policy

CRÉDIT AGRICOLE CLSA   Tokyo, Japan & Hong Kong
Research Analyst, Japanese Equity Research Division   *2008 - 2011*
- Authored equity research on Japanese banks; recognized for stellar calls in broker polls (i.e. Fidelity, Capital, Wellington, etc.)

EDUCATION

YALE SCHOOL OF MANAGEMENT   New Haven, CT
Master of Business Administration   *May 2014*
- Developed course modules on the tri-party repo market for Yale Global Financial Crises course taught by Timothy Geithner
- Earned distinctions (top 10%) in seven courses | Real Estate for Institutional Investors course Teaching Assistant
- Summer internship (2013) at UBS Investment Bank - AMEX $900M JV & Wells Fargo $1.5B pref stock offer - built models

YALE JACKSON SCHOOL OF GLOBAL AFFAIRS   New Haven, CT
Graduate Certificate of Concentration in Development Studies   *May 2014*
- Dissertations on Chinese insurance industry with Prof. Stephen Roach and on Chinese shadow banking with Prof. Zhiwu Chen

UNIVERSITY OF FLORIDA   Gainesville, FL
Bachelor of Science in Business Administration with a Major in Marketing *May 2008*
- Awarded 100% Bright Futures Academic Merit Scholarship (IB Diploma recipient) | Member of UF Honors Program

INDEPENDENT PROJECTS

Programming: built Python-based investment tools to teach myself to code and build engineering empathy   *Aug 2021 – Present*
- **Gamma exposure calc -** pull TD API data, Selenium to scrape CBOE options data, calc gamma using py_vollib, output to csv
- **Net option pricing calc** - pull TD API data, calculate net option values, store in csv and plot aggregate output with Matplotlib
- **Market metrics tracker** - combine market metrics with TD API data, calculate and output market health stats to Streamlit dash

Product Management: built tech products to various stages w/ engineer and mobile designer in spare time   *Dec 2016 – Jan 2019*
- **Bloomberg for Robinhood users -** scoped mobile app, oversaw milestone-based React Native app dev, interviewed 52 users
- **Debit card points API -** scoped API, built framework for bank sys. integration, interviewed exec decision makers in 2 banks
- **Intuitive GUI investing algo builder -** scoped web app, mapped prototype with designer in Figma, interviewed 23 users

Design: Utilized IDEO design process to develop modern kitchen utensils with Netherlands-based industrial designer *Feb – Apr 2016*

ADDITIONAL INFORMATION

- **Data:** Python (pandas, numpy, scikit-learn), PostgreSQL, Git, Tableau • **Exam:** GRE (Q:167, 94th pctl, V:161, 87th pctl)
- **Hobbies**: NAUI & PADI shipwreck and cave diver, alpine skiing, hiking, photography, Japanese calligraphy, anthropology