Emmanuel Vallod

Analytical and technically-minded product leader and startup founder with comprehensive experience in fintech, ML/AI, B2B software, learning and development, process reengineering, digital business solutions, and project management.

Skilled in developing innovative enterprise-facing products, technologies, and platforms, developing/implementing consistent and realistic product strategies, integrating applications and systems, and ensuring successful launch of products. An entrepreneurial mind-set with strong organizational and leadership skills and a solid history of success in business transformation, enterprise performance management, strategic planning, process improvement, and creative solutions development. Demonstrated knowledge and understanding of technical architecture of complex web applications, data model, and integration toolsets.

Areas of Expertise

- Strategic Product Planning & Management
- Financial Markets / Tech / Quant
- ML / AI / NLP
- Business & Organization Development
- Research & Data Analysis
- Team Building & Leadership
- Risk Management & Mitigation
- Continuous Process Improvement
- Resource Management

Professional Experience

Stake Capital Group, Decentralized — **May 2023 – Present**
Chief Investment Officer

OG blockchain investment firm, deploying since 2012 across VC, incubation, acceleration, quant strategies

- Notable sectors of focus: infrastructure (L2s, L3s, ZK, FHE, Account Abstraction, Secured Enclaves); defi rails (asset and flow operations for on-chain native and incumbent financial services); web3-native tooling (SDE, HR & Ops, GTM, Gaming stack)
- Sample portfolio projects since ICO / seed:
  - Infra: Arbitrum, Avalanche, Cosmos, Ethereum, Kusama, MultiversX, Near, Polkadot, Polygon, Solana, Starkware
  - Defi: Curve, dYdX, Lido
  - Tooling: Nansen, OpenSea, The Graph
- Spearhead Fintech Workshops at UC Berkeley (VC, Payment, Blockchain) and spearhead Blockchain in Finance curriculum at UCSD and Blockchain/Fintech grad students' theses at UC Berkeley, to better equip the ecosystem with foundational knowledge to build and to raise Stake Capital thought leadership, ecosystem reach, and brand.

GSR Ventures, Palo Alto, CA — **Jan 2021 – Present**

Advisor (since May 2023)
Partner

Leading fintech and blockchain investing in the US, seed through series B.

- Notable sectors of focus: retooling of finance stack on web3 rails, digitalization & tokenization of assets, web3 core infrastructure, embedded fintech, cross-border infrastructure, open-banking infrastructure. These sectors will create an entirely new landscape across every segment of the economy, financial services, and technology. Founders have a critical role in envisioning and conceiving this transformational shift.
  - Sample portfolio projects: jaris, quadrata, otonomi, carapace, itos

- Substantial involvement in operating practice: providing key network for specialized recruiting (C-suite, Product & HR leadership, blockchain SDEs), UI/UX/front-end/web-design, back-office, iBankers; developing founders' knowledge base.
- Spearhead Fintech Workshops at UC Berkeley (VC, Payment, Blockchain) and spearhead Blockchain in Finance curriculum at UCSD and Blockchain/Fintech grad students' theses at UC Berkeley, to better equip the ecosystem with foundational knowledge to build and to raise GSR thought leadership, ecosystem reach, and brand.

SumUp Analytics, San Francisco, CA **Feb 2018 – Dec 2020**
CEO & Co-Founder

SumUp developed and introduced an intelligent text data platform leveraging a unique NLP technology enabling companies to be more customer-centric and operationally efficient in IT services and business processes. This platform operates across data channels and languages, with low operational overhead. Maximized organization development, growth, by creating partnerships with US and Asia cloud companies and system integrators, and operated US + EU offices.

- Designed and executed three axes of value delivery that reduced support and service costs, increased customer loyalty, and enhanced expertise and productivity.
- Implemented effective machine learning algorithms to optimize case routing and customer/agent matching, capture emerging issues and notify related customers, recommend language per sales opportunity, measure messaging effectiveness vs competitors, summarize conversations in communication channels.
- Facilitated RPA and automatable workflows with SDK, streamlined data governance with IAM.

BlackRock, San Francisco, CA **Sep 2012 – Feb 2018**
Systematic Fixed-Income: Product & GTM Leadership Team

Produced substantial strategic efforts across software-based investment products offering, including enhancing ROC and resilience of the flagship B2B offering (quant hedge-fund) as well as minimizing OpEx w/ automated execution capabilities across B2B and B2C product lines. Revamped talent management strategy to optimize employees' performance, and retention.

- Achieved and oversaw $65B AUM, ~$2B+ gross revenue, ~$90M+ net revenue from successful value delivery, accounts' growth and by creating and spearheading new products and features' introduction within the Securitized product lines.
- Grew Securitized sub-product line of flagship B2B offering 5x by performing extensive value discovery, establishing and executing on roadmap for feature improvements and introductions, developing more contrasting product KPIs for robust decision-making and improving Ops reporting and core infrastructure.
- Introduced novel B2B and B2C software-based investment products: fixed-income balanced risk index, corresponding ETFs and smart-beta institutional products, through effective cross-functional collaboration with BusDev, Sales, Product Marketing, Legal, and Ops.
- Freed up hundreds of millions in investable capital for flagship B2B offering by optimizing the relative budgeting of sub-product lines and their degree of complementarity and differentiation, taking a holistic view of customer needs.
- Restructured talent strategy resulting in improving organization development, drastically increasing retention rate for junior-to-mid levels, as well as significantly decreasing overhead from frequent repeat interview cycles and corresponding new-hire long ramp-up times.

Additional Experience **Jun 2009 – Sep 2012**

Mortgage-Backed Arbitrage Trading: Proprietary Trader at Societe Generale New York, NY

Assistant of Professor Valkanov, MFE program, Econometrics at Haas School of Business Berkeley, CA

Global Arbitrage and Trading: Associate intern, Quantitative Analysis at RBC Capital Markets New York, NY

Direction des Fonds d'Epargnes: Associate, Quant at Caisse des Depots et Consignations Paris, FR

Education & Credentials

Haas School of Business, UC Berkeley, CA

Master of Financial Engineering (2011)

Thesis: Forecasting Termination Risk in Individual Agency Pools using Robust Bayesian Clustering.

Ecole Centrale Lyon, FR

Bachelor of Science and Master of Science in Engineering (2010)

Major in Applied Mathematics: advanced econometrics, machine learning, and optimization

Technical Proficiencies

AMM/trading, derivatives / structured / securitized products, debt capital markets, credit underwriting, systematic asset management, ML / AI / NLP especially unsupervised and semi-supervised learning, unstructured data, experiment design, time-series modeling & forecasting, conceptual technical design including cloud/VPC/on-prem deployment + multi & single-tenant architectures, Python, Matlab, SQL, IAM, conceptual FPGA HPC

Languages

English, French, Mandarin (rudimentary)