

Sam Green

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Experience

Cofounder, CEO & Head of Product | Turinglab | 2015 – Present

- Bootstrapped company to over £1m in revenue - reaching 16m page views and 80,000 users monthly
- Recruited and worked with team of 7 FTEs + 12 external contractors in engineering, design and marketing
- Managed \$1m+ projects inv. product roadmapping, prioritisation, resource and stakeholder management
- Set KPIs and built dashboards (hotjar, mixpanel, GA, proprietary tools) to track product performance
- Conducted >100 user interviews and led several user-centred design studies to inform product decisions
- Led exploration into using LLMs to assist educators automatically scaffold student learning resources
- Reduced feature-launch times by developing full-stack features - React, NodeJS, MongoDB, Heroku, AWS
- Conducted data-analysis to inform product decisions - Python, Pandas, Numpy, MongoDB
- Ran 10+ hackathons; trained 50+ engineers from Accenture and Net-a-Porter; taught King Charles III

Creator | Nutshell | 2022 - 2023

- Developing generative-ai app to summarise podcast episodes for subject specific learning + development

Design Consultant | Catalyst Climbing | 2021

- Ran design sprints with top GB athletes, working with UX-designer to create prototypes for a training app

Codelab Director, Product Lead | Imperial College London | 2016 – 2018

- Influenced senior stakeholders to set up and support a new initiative to increase diversity in Computing
- Helped set and exceed KPI's - reached 1,646 diverse students across 15,000 hours of contact time
- Raised £165,000 for 18-month project roadmap and oversaw day-to-day delivery
- Recruited and led 3-person delivery team, alongside 84 Computer science undergrad and PhD contractors

Software Engineer | ProQuo AI | 2016

- Developed machine learning tool analysing open-ended survey responses for marketing insights firm
- Built out aspect-based sentiment analysis and data visualisation using Python, NLTK, Angular, D3js

Program Associate | Entrepreneur First | 2014

- Supported Program Manager with core product helping transform technical talent into startup founders
- Secured £2 million in-kind support as early employee (initial 5)

Education

Computer Science, MSc | Imperial College London | 2014 - 2015 | Distinction (82%)

- Thesis: Visualising Deep Neural Networks - improving researcher workflow using dimensionality reduction

Architecture, BA & MA | University of Cambridge | 2010 - 2013 | Jesus College Scholarship

- Thesis: Adding Value through Design - exploring Design Quality Indicators ability to measure design impact

Fast Ai | Deep Learning for Coders | 2022 - Present

- Training Machine Learning models using Fast.Ai, Huggingface Transformers and PyTorch

Skills and Interests

Product: Vision, Strategy, Leadership, Planning, Prioritisation, Customer Insights, Communication

Programming: Python, Javascript/TypeScript, React, Next, MongoDB, PostgreSQL, Pandas, Numpy, Fast AI

Tools: MS Office, G-Suite, Adobe, Figma, Linear, Mixpanel, Hotjar, Notion + any required for specific tasks

Interest: Rock Climbing (7b/V8), AI/ML, Swimming, Running, Guitar, Architecture