

Samuel H. Blum

Address • Washington, DC 20005 • phone • sam@razume.com

WORK EXPERIENCE

- 2007-2008 **RAZUME, INC** Washington, DC
Co-Founder & Chief Executive Officer
- Launched TOMS (Transparent Overlay Markup System) the proprietary web-based document review platform for collaborative online resume review
 - Transformed Razume from high growth startup to top 20 destination for “resume review” in less than 3 months
 - Formalized licensing agreement with The George Washington University School of Business Career Center to pilot resume review platform at the university-level
 - Obtained pre-seed financing through issuance of convertible bridge notes to multiple accredited investors
 - Successfully managed 8 person team through product launch, realizing over 60% usage increase month-over-month during initial public beta test
- 2006-2008 **PRICEWATERHOUSECOOPERS LLP** Washington, DC
Structured Finance Associate
- Developed financial models for mortgage-backed and asset-backed securities using cash flow engineering systems at the world’s largest professional service firm
 - Performed timely verification of securitization analytics for more than 50 investment banks, originators, servicers, issuers, rating agencies and government-sponsored agencies
 - Assisted packaging and issuing over \$2.5 trillion loans backed by mortgages, auto loans, credit card receivables, student loans and industrial equipment receivables.
 - Served a lead campus recruiting role at multiple universities for highly competitive candidate selection in the Structured Finance Group
- 2005 **LEHMAN BROTHERS** New York, NY
Fixed Income Operations Analyst
- Managed principal and interest comparison report as one of the only proactive position break analysts on Wall Street
 - Investigated and advised on repurchase agreement and stock loan position adjustments in the Depository Trust Corporation’s national corporate bond, mortgage-backed and asset-backed security payment tracking systems
 - Executed \$16 billion position break adjustment, avoiding major future coupon payment imbalances
 - Recognized in division highlight report for autonomously developing an efficient report analysis procedure, reducing average total adjustment time from 5 days to 5 hours
- 2005-2006 **CITIGROUP SMITH BARNEY** Washington, DC
Corporate Client Services Intern
- Effectively managed regional internship recruiting process, evaluating over 200 resumes and assessing multiple candidates though 10 separate interviews
 - Assisted equity and mutual funds research through the use of internal databases and Bloomberg Financial terminal
- 2003-2004 **OFFICE OF SENATOR RON WYDEN, UNITED STATES SENATE** Washington, DC
Legislative Intern
- Aided Legislative Correspondents focusing on the Senate Finance and Budget Committees

EDUCATION

- 2002-2006 **THE GEORGE WASHINGTON UNIVERSITY** Washington, DC
Bachelor of Business Administration, Summa Cum Laude, Concentration in Finance
- Cumulative GPA: 3.87/4.0
 - The George Washington University Scholar in Residence, top 5% of Freshman class, 2002
 - The George Washington University Presidential Scholarship, recipient 2003-2006
 - Vice President, Delta Sigma Pi Professional Business Fraternity, Xi Rho Chapter, 2005
 - Dean’s List, all semesters 2002-2005

COMPUTER SKILLS

- PricewaterhouseCoopers Asset Securitization Analysis Pro (ASAP) cash flow modeling software and Collateral Analysis System (CAS) collateral stratification software
- Advanced knowledge of MS Word, Excel, Access, PowerPoint and Front Page
- Experienced with SAS statistical software, Bloomberg and DTC financial systems