

EDWARD VAISMAN

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EXECUTIVE SUMMARY

Technical founder experienced in winning and delivering large enterprise contracts (\$10M - \$30M TCV). Leads the team in attacking stretch challenges while staying positive and not compromising on quality. Always puts the bigger picture ahead of personal interests.

First hire pre-funding and pre-revenue at TrueMotion, which now controls more than 50% of the US auto insurance telematics market. Started as a data scientist then moved to product and started a new product line.

Seeking data science driven product leadership role at an impact driven company creating new technology using the scientific method and pushing the forefront of science and technology in its field. Experience with hardware sensors, machine learning, signal processing should be relevant.

WORK EXPERIENCES

STAT ZERO (San Francisco, CA)

Stat Zero is a impact fund and digital venture platform that enables accredited investor and governments to co-invest into technical ventures that [move the world towards Zero](#).

Technical Advisor and Co-Founder, 09/2019 - present

CITO and Co-Founder, 04/2019 - 09/2019

- Give insight on technical capabilities of candidate portfolio companies
- Create a catalog of MVPs based on portfolio company solutions for governments
- Meet and pitch with US federal, state, city directors, CIOs, and foreign governments (including Oman Technology Fund and South African Small Enterprise Development Agency) to create technology solutions

TRUEMOTION (Boston, MA)

TrueMotion uses smartphone sensors to make driving safer and more affordable. A VC backed company (General Catalyst, Bain Capital Ventures, Lakestar).

First hire pre-funding and pre-revenue at TrueMotion, which now has **6 of the top 10 US insurers (more than 50% of the US market)** and the top Canadian and European insurers. Set high standards for a 120+ team across 5 timezones. Last performance review included:

- "Eddie is in more ways than one the heart and soul of TrueMotion"
- "There is no one else at TrueMotion who so clearly puts the company first, and is willing to do and try anything to advance the mission, vision, and success of the team and company"

- “With good technical knowledge and an interest in setting process, seeking simplification, and a bias for action, Eddie’s overall output is prolific”

Principal Product Manager, Auto Insurance Claims 12/2018 - 04/2019

Product Manager, Auto Insurance Claims 10/2017 - 12/2018

- Built product leading **7 engineers and 4 data scientists across 3 time zones**
- Won **three \$1M contracts with world class insurers**
- Products built: Mobile app based real-time crash detection and Claims investigation UI (visualization of driving data and derived events)

Data Scientist 08/2013 - 07/2017

- Led several 2-4 person projects:
 - Driver score variables **for \$20M+ contract deliverables**
 - Mobile app **real-time behavior modification**
 - Data science platform for tracking internal experiments
 - Mobile app real-time crash detection
- Created models using machine learning and signal processing for detecting:
 - Whether a user is the driver or passenger in a car
 - Car crashes
 - Driver safety user metrics such as harsh braking per mile
 - Annual distance driven from small sample
- Wrote, tested, and deployed code to production processing ~5GB/day

DRAPER LABORATORY (Cambridge, MA)

Draper is a leading Defense contractor that lead development of the Trident missile. I worked on projects sponsored by NASA, NSF, DARPA.

Data Engineer: Health, Biomedical, and Surveillance 07/2012 – 08/2013

- Created predictive models for datasets in satellite surveillance imagery, disease spread, and natural disaster forecasting
- Reduced large structured and unstructured datasets into feature vectors, set project goals, automated classifier model creation and ensemble predictions

CERN (Geneva, Switzerland)

CERN is the leading experimental physics organization and runs the Large Hadron Collider.

Physics Co-op 07/2011 - 12/2011

- Ensured that the sensors detecting Muons were working properly

SCIENCE RESEARCH LABORATORY (Somerville, MA)

SRL conducts R&D under DARPA SBIRs to develop commercial products.

R&D Co-op 07/2009-01/2010, 07/2010-12/2010

- Built and programmed laser test stations

PUBLICATIONS

"Data driven modeling of weather-induced landslide activity in the northeastern United States": AIAA Infotech@Aerospace 2013 Conference, August 19 – 22, 2013 Boston, MA

"Characterization of Villages in Rural Afghanistan" American Society of Photogrammetry and Remote Sensing (ASPRS) 2013 Annual Conference, March 25 – 29, 2013, Baltimore, Maryland.

"Detecting Tunnels and Monitoring Activities within Them Using Cross Well Radar" Progress In Electromagnetics Research Symposium (PIERS 2008), July 3, 2008, Boston, MA

COMMUNITY INVOLVEMENT

Foster Skills, President 08/2012 – 12/2014

- Formed business relationships, designed curricula, recruited and trained volunteers City Year/Hillel Alternative Winter Break 01/2011

EDUCATION

Northeastern University (Boston, MA)

B.S., Electrical Engineering and Physics, May 2012

- Awards: Cum Laude, Dean's Scholarship, Gordon Leadership Scholarship, Presidential Global Scholarship
- Memberships: Judo team (President), Rugby team (Forward Flank)

OTHER

Most influential books:

- Extreme Ownership: How U.S. Navy SEALs Lead and Win by Jocko Willink
- High Output Management by Andy Grove
- Nonviolent Communication: A Language of Life by Marshall Rosenberg
- Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones by James Clear
- Good to Great: Why Some Companies Make the Leap ... And Others Don't by Jim Collins
- Stress Less, Accomplish More: Meditation for Extraordinary Performance by Emily Fletcher

I create a Field Manual for colleagues that I put in my email signature: shorturl.at/awNO8

Languages: proficient in French, verbally fluent in Russian, basic Hebrew

Citizenships: Canada, USA, Israel

Interests and hobbies: movement, martial arts (MMA, Krav Maga, Jeet Kune Do, Aikido, Judo), devouring information, adventure, being barefoot in nature, chess, tea, dancing (tango, salsa).