

SAM REIFF, CFA

Contact

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Skills

DATA SCIENCE / PROGRAMMING

Python
SQL
Pandas
Numpy
SQLAlchemy
Scikit-learn
NLTK
Seaborn
Regression
Classification
NLP

FINANCIAL ANALYSIS

3 Statement Modeling
Accretion/Dilution Analysis
LBO Analysis
Supply-Demand and Pricing Analysis
DCF/Peer Multiple Valuation
Sum-of-the-Parts Valuation
Monte Carlo Simulation
TAM Sizing
Trading

Education

University of Notre Dame
BBA Finance 2015
Minor Mandarin Chinese

Awards

CFA Institute - Chartered Financial Analyst Aug. 2021
FINRA Licenses Series 7, 63, 86, and 87 2018

Experience

Metis Data Scientist Chicago, IL
June 2021 to Sept. 2021

- Completed 10-week bootcamp to acquire proficiency in Python and SQL (extensive experience with SQLAlchemy, Pandas, scikit-learn, Numpy, NLTK, Seaborn)
- Demonstrated competency in exploratory data analysis, web scraping, regression and classification, and natural language processing over five projects; see project section

Cowen & Company Equity Research - TMT, Semiconductors San Francisco, CA
May 2018 to June 2021

- Communicated buy/sell/hold recommendations to long-only and hedge fund clients on 20 stocks in memory/storage, IT hardware, semicap, and RF connectivity subsectors
- Authored earnings reports and industry thought pieces to address key investor controversies as the team's sole Associate
- Developed and maintained complex company-specific and industry models for accurate earnings estimation, including bottom-up revenue models, merger models, supply/demand models, channel inventory monitors, and production models
- Hosted/interviewed large cap and microcap company managements at roadshows, analyst days, and Cowen-sponsored events
- Conducted bespoke research for institutional clients, including leverage analysis, sum-of-the-parts valuation analysis, and ad hoc scenario analysis

Uptake Technologies, Inc. Corporate Strategy, Industrial IoT SaaS Chicago, IL
June 2017 to May 2018

- Formulated and executed go-to-market strategies for multiple industry verticals with content including general industry research, product application, value-at-stake analysis, customer targeting and acquisition, competitor analysis, and business risks
- Managed proof-of-model (PoM) with the world's leading VRV HVAC manufacturer (Japan), from deal origination and execution of PoM to negotiation of partnership / development (~\$60m revenue at stake)

Stout Risius Ross, Inc. Analyst, Valuation and Financial Opinions Chicago, IL
June 2015 to June 2017

- Conducted financial analysis for estate planning preparation, litigation expert testimony, financial reporting preparation, contemplated recapitalizations, and corporate transaction planning purposes (fairness opinion, solvency opinion)
- Applied various valuation methodologies including income approaches, market approaches, asset approaches, and option pricing models to assess fair market value of enterprises and complex illiquid securities
- Conducted analysis for over 40 engagements as the sole project analyst (companies with revenues from \$20m to \$300m)

Projects

Fundamental Stock Research Data Acquisition

- Creating web scraping tools for propriety data acquisition (eg drug prices, commodity prices, channel pricing health)
- Automating financial modeling process using free web APIs for near-instantaneous model creation given ticker(s)
- Leveraging Yahoo Finance to build option chains, analyze realized/implied volatilities, identify call/put trading strategies

Machine Learning Classification

- Used economic and demographic data to identify 'default-prone' borrowers among >250k observations
- Employed kNN, logistic regression, and random forest classifiers to classify borrowers as high- or low-risk for debt relief/further lending

Machine Learning Regression

- Quantified/modeled the relationship between publicly-traded company fundamentals (Russell 1000) and sell-side Wall Street analyst coverage (number of publishing analysts)
- Employed web scraping for data acquisition and ordinary, LASSO, and Ridge regression algorithms to identify undercovered stocks

Unsupervised Natural Language Processing

- Applied unsupervised learning algorithms to model conversation topics of TXN's public transcripts (75 documents, over 1.5m words)
- Yielded LDA analysis showing clear topic trends over 10 years of documents, saving analytical resources versus reading documents manually

Valuation of Private Equity GP Incentive Compensation

- Valued the carried interest of a \$700m fund for fund management's estate planning purposes
- Built a Monte Carlo simulation analysis to forecast platform company equity returns
- Interviewed fund management to understand deployment of capital, expense structures, industry prospects, and legacy fund performance

Valuation of Holding Company Burdened by Usufruct Rights

- Evaluated cash-settlement call option on a holding company with \$2.9b assets under management for estate planning purposes
- Employed simulation/probability-adjusted cash flow analysis to determine the impact of usufruct rights on the subject company