

# Gavin Belson

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## SKILLS SUMMARY

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### Executive Leadership & Strategic Growth

- Led Hooli from startup to a \$200B market cap tech giant, growing to 15,000+ employees worldwide and establishing dominance across search, cloud computing, and enterprise software.
- Spearheaded 47+ strategic acquisitions totaling \$12B, including nucleus compression technology, social platforms, and AI startups to sustain competitive advantage.
- Scaled enterprise video streaming operations from 150 to 800 employees while maintaining 99.95% uptime for Fortune 500 media clients.

### Mergers, Acquisitions & Business Development

- Negotiated strategic partnerships with major broadcasters and content distributors, generating \$450M in new annual recurring revenue.
- Led acquisition by Hooli for \$2.1B, successfully integrating 800+ employees and a full technology platform while preserving revenue growth and customer satisfaction.
- Expanded international presence to 28 countries through localized CDN infrastructure and strategic distribution agreements.

### Product & Engineering Leadership

- Championed development of HooliPhone, HooliChat, and Hooli XYZ, driving 340% revenue growth in the consumer products division.
- Architected next-generation router operating systems handling 400Gbps+ throughput with carrier-grade reliability for global telecommunications providers.
- Built and scaled a software engineering organization from 25 to 320+ engineers across 4 global offices, reducing time-to-market by 55% through agile methodologies.

### Cross-Functional Team Management

- Managed cross-functional teams across engineering, design, marketing, and sales to deliver consistent quarterly product releases with 95%+ customer satisfaction ratings.
- Led product strategy for enterprise collaboration software serving 500+ mid-market companies, improving customer retention from 67% to 94%.
- Launched a unified communications platform generating \$380M ARR within the first 24 months, winning multiple industry innovation awards.

## WORK EXPERIENCE

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**Chief Executive Officer | Hooli | Palo Alto, CA | January 2010 – Present**

**Chief Operating Officer | EndFrame | Mountain View, CA | March 2008 – December 2009**

**Vice President of Engineering | Cisco Systems | San Jose, CA | June 2005 – February 2008**

**Director of Product Management | Stanford Technology Ventures | Palo Alto, CA | June 2002 – May 2005**

## EDUCATION

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**Master of Business Administration | Stanford Graduate School of Business | 1999**

**Bachelor of Science in Computer Science | Stanford University | 1997**

## SKILLS

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**Leadership & Strategy:** Executive Leadership, Strategic Planning, M&A, Board Relations, Investor Relations, Public Speaking, Crisis Management

**Technical Knowledge:** Cloud Architecture, Distributed Systems, Machine Learning, Data Analytics, Product Development, Agile Methodologies