

Gavin Belson

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EXPERIENCE

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

- Led Hooli from startup to a \$200B market cap tech giant, establishing the company as the dominant force in search, cloud computing, and enterprise software with over 15,000 employees worldwide.
- Spearheaded acquisition strategy resulting in 47+ strategic acquisitions totaling \$12B, including nucleus compression technology, social platforms, and AI startups to maintain market dominance.
- Championed development of HooliPhone, HooliChat, and Hooli XYZ initiatives, driving 340% revenue growth in consumer products division and establishing new revenue streams in hardware and messaging.

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

- Scaled enterprise video streaming operations from 150 to 800 employees while maintaining 99.95% uptime for Fortune 500 media clients, implementing operational excellence frameworks across engineering, sales, and support teams.
- Negotiated strategic partnerships with major broadcasters and content distributors achieving \$450M in new annual recurring revenue and expanded international presence to 28 countries with localized CDN infrastructure.
- Led acquisition by Hooli for \$2.1B, successfully integrating 800+ employees and technology platform into parent company while maintaining customer satisfaction and revenue growth throughout transition.

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

- Built and managed networking software engineering organization from 25 to 320+ engineers across 4 global offices, establishing technical excellence culture and implementing agile methodologies that reduced time-to-market by 55%.
- Architected next-generation router operating system handling 400Gbps+ throughput with carrier-grade reliability, powering critical infrastructure for telecommunications providers and internet backbone operators globally.
- Launched unified communications platform enabling enterprise customers to consolidate voice, video, and data networks, generating \$380M ARR within the first 24 months and winning industry awards for innovation.

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

- Led product strategy for enterprise collaboration software serving 500+ mid-market companies, increasing customer retention from 67% to 94% through customer-centric feature development and proactive support initiatives.
- Managed cross-functional teams including engineering, design, marketing, and sales to deliver quarterly product releases consistently on schedule with 95%+ customer satisfaction ratings and minimal technical debt.

EDUCATION

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

Bachelor of Science in Computer Science | Stanford University | 1997

SKILLS

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