

## **Donald Landwirth**

### **Silicon Valley, CA**

#### **SUMMARY**

Donald Landwirth is the person that other leaders call on to clearly formulate strategy and establish the operational organization to get things done. From Fortune 100 corporations to 2 person startups, Donald has created hundreds of millions of dollars of wealth for his companies and clients by identifying key strategic issues, providing the leadership needed to build a winning culture and establishing measures to track success. Donald has been the founder or first C-level executive of six start-ups in the online consumer products, IT consulting, real estate and semiconductor sectors. He is an angel investor, board member and mentor to dozens of entrepreneurs and executives.

#### **EXPERIENCE**

##### **Board Member | 4-Tell, Inc. | Portland, OR | 2011 to Present**

- Lead investor for 4-Tell's Series A financing
- Ongoing mentoring and hands-on help in the areas of marketing, sales and finance

##### **Consulting COO, Mentor, Angel Investor & Radio Host | San Francisco and beyond | 2009 to Present**

- Advisor to the CEO of Spreaker.com, a Berlin, Germany mobile and web-based streaming audio and podcast service. Established the US marketing, pricing and business development strategies. Host of "The Free COO" a weekly podcast offering free advice for building and running a startup company.
- Mentor and advisor to numerous current and former Inflection.com employees
- Co-Host of "Bay Area Ventures" a weekly business program on SiriusXM channel 111, Business Radio Powered by the Wharton School
- Angel investor, advisor and mentor to dozens of entrepreneurs

##### **COO | King Street Labs, LLC | San Francisco, CA | 2012 to 2013**

- Established customer service function with phone and ticketing system staffed by remote agents throughout the US.

##### **Chief Operating Officer | Inflection.com, Inc. | Redwood City, CA | 2007 to 2009**

As the second employee and first executive hired by the 19 and 23 year old founders, established all the operations and policies that led the company from proof of concept to an 8 figure run rate in less than 2 years

- Built a team of more than 50 full time employees in CA and NE, plus 50 full time contractors in the Ukraine, India, Canada and the US
- Created organizational architecture that maintained profitability while supporting up to 25% month over month growth during our first 2 years, all with no external financing
- Collaborated with the CEO on the company's product vision and developed a metric driven organization to achieve it, resulting in the launch of 4 consumer web sites in 2 years, all profitable within 1 week of launch
- Built a multimillion dollar cash reserve in less than 2 years by negotiating favorable credit terms and drafting vendor contracts. Eliminated over \$350K in yearly professional, legal and other fees
- Established and managed finance, legal, HR, IT and facilities functions that passed independent audit making Inflection fully prepared for its subsequent M&A opportunities
- Recruited and hired former VP Finance of Netflix, former President of Match.com, and the #2 person from LinkedIn's member support group with no recruitment costs
- Managed 3 office expansions in Palo Alto, CA plus build-out and staffing of a Member Support center in Omaha, NE in less than 18 months with no interruption of internal services

**Chief Executive Officer | National Safe Deposit Centers, Inc. | Atherton, CA | 2004 to 2006**

Created a business model for automating traditional brick and mortar safe deposit box services by employing web-based customer management and 24/7 centralized security (U.S. Patent # 7,497,376)

- Created the financial model and structured NSDC as a sophisticated real estate tax shelter
- Conducted extensive market research utilizing Google AdWords, on-street surveys and direct response e-mail proving that at least a 1.5% general population market exists for NSDC
- Managed development of NSDC's customer acquisition website; creation of radio and print ads; development of architectural designs and security systems; Shepherded the patent process

**Chief Operating Officer & Co-Founder | Rapport Incorporated | Mountain View, CA | 2001 to 2004**

*Fabless semiconductor company developing low power, high performance reconfigurable-logic processors*

- Acted as initial VP Engineering and established project management procedures resulting in discovery of 38 unique market opportunities for reconfigurable logic processors
- Established and directly managed the financial, legal, HR, IT and facilities functions that allowed the company to conserve venture funds during its research and development phase

**President | DML Associates, Inc | San Rafael, CA | 1985 to 2001**

*Bootstrapped from an independent programmer to an IT consulting company specializing in multi-year, multimillion dollar programming, database and IT infrastructure projects for large scale enterprise clients.*

Awarded major engagements from clients including Microsoft (5 yrs/multiple projects), Hewlett-Packard (13 yrs/multiple projects), Levi Strauss, Sutter Health and Informix Software. Microsoft produced a video about DML that was the kickoff presentation for their 2000 Global Summit

- Managed up to 50 employees and contractors working on up to 8 simultaneous engagements
- One of the San Francisco Business Times' Fastest Growing Private Companies in 1999 and 2000
- Advisor and strategic partner to CEO's, CIO's and departmental leaders at over 100 clients (ex: Developed custom CRM applications supporting enterprise operations for 3 clients; negotiated an 8 figure agreement for 1 client; deployed 10,000 desktop and notebook computers for 1 client)

**Sr. Operations Analyst./Mgr. Mktg. Information Systems | GTE Sprint | Burlingame, CA | 1984 to 1985**

*Helped Sprint become a major corporation by establishing the marketing infrastructure needed to capture large accounts during the deregulation of AT&T.*

- Established IT operations at 120 sales offices and 4 regional centers throughout the US in 24 months while Sprint's customer base was doubling every 6 months

**Sr. Noise Control Engineer | Kaiser Aluminum & Chemical | Oakland, CA | 1979 to 1983**

*Responsible for engineering noise control solutions at over 100 manufacturing sites world-wide.*

- Consultant to machinery vendors for Kaiser's \$70MM can plant modernization program
- Reduced sound levels in Kaiser's can plants to 70dBA, the quietest in the world at that time

**EDUCATION**

**MBA | The Wharton School, University of Pennsylvania**

**BS | Purdue University, Acoustical Engineering (Major coursework in Computer Science, Electrical Engineering and Mechanical Engineering)**

**ADDITIONAL SKILLS AND INTERESTS**

**IT, Programming & Internet Skills** – Extensive experience with enterprise IT and network architecture, outsourcing and co-location evaluations. Expert with C++ and SQL. Working knowledge of Adobe CS, PHP, XHTML and XML. Certified Google Advertising Professional.

**SF FBI Citizens Academy Alumnus** – Participate in SWAT training exercises and community awareness efforts

**Member of MENSA** – Always interested in a new intellectual challenge

**Poker** – Cashed in WSOP circuit and bracelet events

**Biking** to 1,900', **Hiking** to 18,500', **Traveling** to just about anywhere for either