

Donald Landwirth

Atherton, CA | don@landwirth.com | 415-505-7707

SUMMARY

- Founder or first C-level executive of four start-ups in online consumer products, real estate, semiconductor and IT sectors
- Executive experienced at building corporate ecosystems and infrastructure, taking start-ups from concept to commercialization and profitability (including most recent company from zero to an 8 figure run rate in less than 1 year)

EXPERIENCE

Chief Operating Officer | Inflection, LLC | Palo Alto, CA | 2007 to 2009

Leading provider of web-based paid people search products with over 25MM unique visitors per month

Joined founding team of 2 other entrepreneurs and led company from proof of concept to a profitable and sustainable organization in less than 2 years.

- Built 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 each month 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 products web sites in 2 years, all profitable within 1 week of launch by using thousands of search engine optimization pages (SEO) and hundreds of thousands of search engine marketing keywords (SEM) driving more than 25MM unique visitors per month
- Built a multiple 7 figure cash reserve in less than 2 years by negotiating favorable credit terms and drafting vendor contracts saving at least \$350K annually on operations costs and legal fees
- Established and managed finance, legal, HR, IT and facilities functions that passed independent audit making Inflection fully prepared for possible 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

First 24/7 self service safe deposit box company. A patented venture opportunity

Founder and creator of a business model employing web-based customer management and remote network management to fully automate a brick and mortar consumer service.

- Inventor of the automated vault machine (AVM) U.S. Patent # 7,497,376
- Created the financial model and structured NSDC as a sophisticated real estate tax shelter
- Developed a business plan showing a path to profitability in 2 years
- 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
- Wrote specifications for NSDC's customer acquisition website and managed its development in less than 6 months; Oversaw creation of radio and print advertising; Managed development of conceptual architectural designs and security systems; Shepherded 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
- Managed two office moves in three years and saved over \$200K by purchasing lab equipment, furniture and IT assets at auction

President | DML Associates, Inc | San Rafael, CA | 1988 to 2001

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
- Established a reputation for delivering enterprise scale projects on time and on budget
- 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)
- Adopted a "general contractor" model for conducting IT engagements, with DML's internal staff gathering requirements and leading teams of specialized IT personnel from other regional consulting firms, allowing DML to win large engagements over competitors such as Anderson Consulting, Microsoft Consulting Services and SAIC

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 ACHIEVEMENTS

IT & Programming Skills – Extensive experience with enterprise IT and network architecture, outsourcing and co-location evaluations. Expert with C++ and SQL. Working knowledge of Adobe CS4, XHTML, PHP and XML

Certified Google Advertising Professional – Expert with SEO and SEM internet marketing methodologies

SF FBI Citizens Academy Alumni Association – Participate in SWAT training exercises and FBI community awareness efforts

Volunteer Firefighter - Fought numerous residential and commercial structure fires as well as wild-land fires