

# David C. Thomas

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## Executive Focus on People, Process, and Products

Discovering, developing, and celebrating human potential through great software products

Dave brings broad and deep expertise in technology product development, organizational leadership, and business process evolution. He is recognized for his strategic vision, strong execution focus, engaging public speaking presence, and hands-on approach -- he actively contributes to code and design. Dave graduated, with honors, from The University of Chicago Booth School of Business.

### Executive-Level Functional Leadership:

- Chief Product Officer, Chief Technology Officer, product strategy, product development, product management, engineering, business intelligence, architecture, dev ops, customer support

### Product Packaging:

- Analytics as a service, public cloud platform as a service, transactional data, mobile, private cloud SaaS, web applications, web services, embedded, appliances, enterprise software, plug-ins

### Product Categories:

- IT management, lead gen, media, financial risk management, mobile development platforms, education, online marketing, auctions, IT security, human capital management, telepresence, building automation, multimedia, e-commerce, marketing analytics, content management

## Timeline

### 5/2017 - present: Director of Product Management, Indeed.com

As the world's #1 job site, with over 200 million unique visitors every month from over 60 different countries, Indeed has become the catalyst for putting the world to work.

- Product management leader at Indeed's Seattle development center.

### 5/2016 - 5/2017: Chief Product Officer, Verb, Inc.

Verb's employee engagement products help companies improve learning, leadership, and social impact. Leader of product strategy, product management, design/UX, PGM, and development organizations.

### 5/2013 - 5/2016: Booth School of Business, University of Chicago; MBA student.

**Chicago Booth New Venture Challenge**, the top-ranked seed accelerator for entrepreneurs

**Founder & CEO, Big Crowd 2015 - 2016.** Mobile population movement analytics. Finalist.

**CTO, AttnGrabbers 2/2015-5/2015.** Web content virality optimizer. Semi-finalist.

### MBA Rotation (approx 1 year each)

**VP, Product Strategy** and **VP, Cloud Labs** at **SolarWinds**, an IT software product company. Leader of product management, dev for advanced SaaS product innovation team, Librato and Papertrail dev teams. 40 person org.

**CTO & SVP R&D** at **InsightLabs**, a financial analytics spin-off of Amherst. Led dev for a loan risk management analytics-as-a-service app. He recruited, introduced lean startup Agile, managed development, UX, product management, sales, branding, and pricing. 35 person org.

**VP of product R&D, CompassLearning**, an educational software product firm. Led engineering, SW strategy, UX, creative, and curriculum development. 45 person org.

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## **6/2011- 8/2014: VP Platform Development, Advisory Board Member, Tsugi**

Tsugi was acquired by Unity Technologies August, 2014. Unity Cloud Build provides mobile app developers with a powerful continuous integration service that helps quickly build, test, and deploy.

- Responsible for platforms business, including strategy, product mgmt, design, dev, deployment, & dev ops of this Platform-as-a-Service. Based on AWS and Heroku PaaS.

## **1/2011 – 8/2012: Senior Vice President of Products, All Web Leads**

All Web Leads is an online marketing company which harvests and auctions consumer leads in real time.

- Responsible for eng, PM, UX, business intelligence, M&A integration, and dev ops. 26 person org.

## **2/2007 – 1/2011: Vice President of Products & Eng, Trustwave & Mirage Networks**

Trustwave is the leading provider of on-demand cybersecurity and ecommerce compliance products.

- Responsible for all engineering functions required to deliver managed security platform applications. Led product dev for network intrusion prevention IDP, threat management UTM, net antivirus, NAC
- Vice President of Products, Mirage Networks (acquired by Trustwave), 2/2007 – 2/2009  
Mirage Networks developed endpoint control products to secure networks. 24 person org.

## **11/2004 – 2/2007: Vice President of Engineering, NovusEdge**

NovusEdge developed products for web-based management and control of intelligent facility systems.

- Led product dev, UX, support, QA, program mgmt, architecture, pubs, logistics. 30 person org.

## **1/1999 - 11/2004: Senior Director of Engineering, Principal Architect, Vignette Corporation**

Vignette, acquired by OpenText (NASDAQ:OTEX), developed enterprise content management products.

- Responsible for Vignette Content suite of products. Leader of a 120 person worldwide org.

## **Education**

### **The University of Chicago Booth School of Business, MBA, with Honors**

- GPA: 3.7, 4.0 in Strategy; Honors: ΒΓΣ academic honorary. Two-time GNVC biz plan finalist.

### **Syracuse University - BFA, *summa cum laude*, with Honors in Computer Graphics**

- **Class Rank: 1, valedictorian.** GPA: 3.84, 4.0 in major. Nominated *Class Marshal* by dean.  
Tau Theta Upsilon: leadership honorary. Rhodes Scholarship finalist, University Scholar candidate.

## **Other Activities**

**Fitness geek:** swimmer, runner, grappler

**Owner, Founder, and Head Coach, Austin Jiu-Jitsu 4/2003 - 5/2017.**

Brazilian Jiu-Jitsu and self-defense gym.

**US Patents:** [6,687,793](#), [7,062,515](#), [7,590,665](#), [8,117,152](#), [8,452,728](#), [8,645,318](#), [20060179084](#), [20100049757](#), [20120096228](#), [20130246350](#), [20140108337](#), [7,321,953](#), [7,647,453](#), [7,953,934](#), [20040148444](#), [20080034133](#), [20100153652](#)