

Don Dodge

Developer Advocate at Google

Summary

An accomplished product development leader with a proven ability to bring innovative new products to market. A product, strategic and market visionary at five start-up ventures and a track record of driving business and technology in entrepreneurial and high-growth environments.

Experience

Developer Advocate at Google

November 2009 - Present

Work with startup developers to help them build new applications on Google platforms. Work with Google engineering groups to advocate for developer needs. Speak at developer days and tech conferences. Work with Angel groups, Venture Capital firms, and startup incubators to spread the Google developer story, and find innovative startups for investment or partner opportunities. Work with Google Ventures as a special advisor to the fund. Find great companies for investment, and assist in due diligence research.

Director, Business Development at Microsoft

November 2004 - November 2009 (5 years)

Developer Evangelist for Microsoft products and technologies. Find and support innovative companies building applications that highlight new Microsoft releases. Advise product development groups on startup technology trends, new product requirements, and potential development partners.

Drove the adoption of Microsoft BizSpark program with startups, Angels, VCs, and incubators.

Managed Microsoft relationships with the Venture Capital and Angel investment community worldwide.

Speaker at developer events and tech conferences worldwide. Active blogger on technology trends and startup issues.

VP Product Management at deNovis

March 2004 - October 2004 (7 months)

deNovis attempted to boil the ocean and invent a integrated real time health insurance claims processing system that solved all the problems of insurers, employers, doctors, and patients. I joined with a new turn-around management team. It was too late...and it didn't turn.

VP Product Management at Groove Networks

September 2001 - January 2004 (2 years 4 months)

Groove, founded by Ray Ozzie, was the first team collaboration environment built on a secure P2P architecture. Groove offers both a smart desktop client for working together on projects, and a set of mobile collaboration services to enhance your new and existing enterprise applications.

As VP of Product Management I worked with engineering to translate customer needs into product requirements. My work included prioritizing feature requests, planning release schedules, triage of bugs, working with early adopter customers, creating customer pitch decks, customer presentations, press interviews, and speaking at conferences.

VP Product Marketing at Bowstreet

November 2000 - August 2001 (9 months)

Bowstreet was the first major XML web services software company. Bowstreet created a development environment for dynamic applications and portals using parametric models. As VP of product marketing my job was to build the narrative for a very technical product. Create the value proposition, connect it to customer needs, develop use cases, work with early adopters to create success stories, create customer pitch decks, assist on sales calls, work with industry analysts and press, and build competitive analysis decks.

VP Product Development at Napster

January 2000 - October 2000 (9 months)

Napster was the first P2P file sharing application, and the fastest growing application ever in the history of the internet. Worked with Shawn Fanning and Sean Parker to build new versions of the Napster client application. Built early versions of social networks and community for music enthusiasts before anyone knew what social networks were. Experimented with new artist discovery and promotion ideas. Mostly tried to hang on for dear life inside a tornado of explosive growth and legal nightmares.

Director, Engineering

January 1998 - December 1999 (1 year 11 months)

AltaVista was the first web search engine. We developed the first image search, video search, and music search engines for the web. At the time even a basic text search was a miracle. Finding photos, music, and videos was impossible, but our team figured it out and introduced the first multi-media search engine.

AltaVista was Google before Google existed. All the great engineering feats went down the toilet when we tried to be a web portal and compete with Yahoo, Excite, MSN, etc. A sad story.

Director Business Development at Compaq

January 1996 - December 1997 (1 year 11 months)

Business Development for the research labs of Compaq Computer located in Palo Alto, CA.

Group Manager DEC/Forte at Forte Software

January 1994 - January 1996 (2 years)

Forte Software was the first platform independent application development environment for serious enterprise applications. Forte used a three tier client server architecture with interpreted code on the client and compiled code on the server. This was before the days of Java...revolutionary for its time.

Product Management at Digital Equipment Corp

September 1987 - January 1994 (6 years 4 months)

Product Management and business development positions in the database software group and the compilers and languages group.

Financial Analyst

1982 - 1987 (5 years)

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