

# ANDREAS HOMER

San Francisco | (310) 927-1988 | andreas.alexi@gmail.com

## SUMMARY

Founder and operator with 12+ years of experience leading teams to growth and exits in B2C/B2B products, spanning startups to Fortune 10 companies. Combines the rigor of large-scale enterprises with the agility and resourcefulness of startups. Passionate about cultivating strategic partnerships that drive product innovation and market expansion.

Currently Director of Product at Typeface via the acquisition of Cypher. Previously Director of all mobile/browser Partnerships at Microsoft via the Acomplí acquisition – relaunched as Outlook on iOS, Android, and macOS.

At Microsoft, collaborated closely with engineering and design leadership to spearhead growth initiatives with Apple, Google, and Samsung – including bringing Office 365 to the new Mac App Store, facilitating the transition of the Edge browser to Chromium, and securing a deal with Samsung to preinstall Office, LinkedIn, Outlook, and OneDrive on all their devices.

Prior to Microsoft, worked on Partnerships and Product at Path, a private social network backed by Kleiner Perkins and Index Ventures that was acquired by KakaoTalk. At Acomplí, generated millions of dollars in revenue by negotiating deals with the Department of Defense, Barclays, Capital One, and others. Bilingual dual-citizen of the USA and France.

## EXPERIENCE

2024 – Present	Director, Product at Typeface	Palo Alto, CA
	<ul style="list-style-type: none"><li>Typeface helps marketers be more productive and creative with generative AI. Investors include Google, Microsoft, Salesforce, Lightspeed, Menlo, and Madrona.</li><li>Leading core app experience team of seven engineers and three designers.</li></ul>	
2023 – 2024	Co-Founder & CEO at Cypher AI (acquired by Typeface)	San Francisco, CA
	<ul style="list-style-type: none"><li>Cypher’s platform pairs streaming LLMs with the latest text-to-speech, voice recognition, computer vision, and image generation models to simulate natural conversations in real-time and at scale.</li><li>Cypher IP acquired for the purpose of being integrated into Typeface AI stack for voiceovers.</li></ul>	
2020 – 2023	Co-Founder & CEO at Aerial	San Francisco, CA
	<ul style="list-style-type: none"><li>The easiest and most accurate way to manage your carbon footprint across iOS, Android, and web.</li><li>Partners included artists (Calvin Harris, Shakira, Sia), celebrities (Martha Stewart, David Lynch), and brands (TikTok, Pepsi, Budweiser, Levi’s, ASICS).</li><li>Featured in Fast Company, ESPN, Variety, HypeBeast, Weather Channel, CNBC, Barron’s.</li></ul>	
2015 – 2020	Director, Product Partnerships at Microsoft	San Francisco, CA
	<ul style="list-style-type: none"><li>Led the team responsible for all Mobile, Android OEM, App Store/Play Store, and Browser partnerships. M&amp;A in mobile productivity, browser, and communications spaces.</li><li>Post-acquisition, we rebranded + relaunched Acomplí as Outlook on iOS, Android, Mac, Chromebook.</li><li>350M+ active Outlook Mobile users since relaunch.</li></ul>	
2014 – 2015	Partnerships, Product at Acomplí (acquired by Microsoft)	San Francisco, CA
	<ul style="list-style-type: none"><li>Raised \$7.3M, acquired by Microsoft for \$200M+. Founding team. Venture-backed startup delivering world-class mobile email (now Outlook on iOS, Android, Mac, Chromebook).</li><li>Led Strategic Partnerships, Global Distribution, and Enterprise/Government Sales.</li><li>Product Growth/Engagement: user acquisition through mobile marketing/ads, product virality, and ASO.</li></ul>	
2012 – 2014	Partnerships, Product at Path (acquired by KakaoTalk)	San Francisco, CA
	<ul style="list-style-type: none"><li>Venture-backed mobile social media platform focused on simplicity, quality, and privacy.</li><li>Product Growth/Engagement: built the Product Growth team w/ CEO + CTO. 1M → 35M users.</li><li>Global Distribution &amp; Co-Marketing via Partnerships with App Stores, Mobile OEMs, Wearables, Telcos, Brands.</li><li>Path Developer API: scaled read/write app partner ecosystem.</li></ul>	

## EDUCATION

2011	Bachelor's Degree at University of Southern California	Los Angeles, CA
	<ul style="list-style-type: none"><li>Research Assistant to the USC Vice Dean.</li><li>4 Yrs. Varsity Track &amp; Field: 3rd fastest 4x800M time in USC history.</li></ul>	