

Contact

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Top Skills

Business Strategy

Strategic Partnerships

Business Development

Daniel Rosenthal

Head of GTM Partnerships at Anthropic
San Francisco Bay Area

Experience

Anthropic

Head of GTM Partnerships

August 2023 - Present (1 year 9 months)

San Francisco Bay Area

Challenge Success

Member Board of Directors

July 2023 - Present (1 year 10 months)

Stanford, California, United States

Leadout Capital

Advisor

October 2018 - Present (6 years 7 months)

San Francisco Bay Area

Stripe

Enterprise Sales Leader

February 2020 - August 2023 (3 years 7 months)

San Francisco Bay Area

Lattice Engines

VP of Enterprise Sales

September 2017 - February 2020 (2 years 6 months)

San Francisco Bay Area

B2B SaaS company backed by Sequoia Capital and acquired by Dun & Bradstreet in 2019.

Higher Ground Education

Head of Sales

June 2015 - September 2017 (2 years 4 months)

San Francisco Bay Area

Altschool (acquired by Higher Ground) was an ed tech company backed by A16Z and Founders Fund.

Exercise.com

5 years 3 months

CEO

May 2012 - May 2015 (3 years 1 month)

San Francisco Bay Area

Led B2B digital wellness platform (Healthy Code, Inc) spun out of Exercise.com. Customers included Abbott Labs, GlaxoSmithKline and ABC Television. Acquired by Bauer Management.

Co-founder and CRO

March 2010 - April 2012 (2 years 2 months)

Mountain View, California

Consumer business (Exercise.com) acquired by WeightTraining.com.

Bain & Company

Case Team Leader

July 2007 - March 2010 (2 years 9 months)

Association of Hole in the Wall Camps

Project Manager

May 2004 - July 2005 (1 year 3 months)

Durban Area, South Africa

Health and education services for at-risk children.

Shrewsbury School

High School Teacher

September 2002 - June 2003 (10 months)

Shrewsbury, United Kingdom

Education

Stanford University Graduate School of Business

MBA

Stanford University Graduate School of Education

M.Ed.

Harvard University

A.B.