

RANDY LUBIN

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Profile

I am passionate about startups that improve how people live, work, and play. Recently, I ran the business aspects of Meetings.io, a video meetings startup, and negotiated its acquisition by Jive Software. As a freelance consultant, I have advised various startups on business and product strategy. The rate of innovation is accelerating, disrupting every industry and creating enormous value – I enjoy driving this disruption.

Experience

Meetings.io / Jive Software

2012 – 2013

Online video chat and collaboration tool, acquired by Jive Software November 2012

San Francisco, CA

Product Manager and Corporate Development at Jive Software – Responsible for integrated real-time strategy

- Planned and led long-term strategic planning offsite meetings for top executives
- Researched acquisition and partnership targets and Managed the post-acquisition integration
- Led product for Jive's Real-Time Communications team; established long-term roadmap for real-time

COO at Meetings.io – Joined seed-stage startup as first hire to lead all aspects of the business

- Led successful sale of company by developing acquisition and negotiations strategy
- Synthesized long term strategy and refined it into the product roadmap
- Planned and executed on marketing / PR; grew the user base from 100k to 200k in 3 months
- Managed finance, accounting, and legal aspects of the company

Freelance Consulting

2010 – 2012

Bitplay – Advised seed-stage start up on what product to build (Meetings.io)

- Prioritized features for first release, delivered branding strategy
- Designed UX through wireframes and clickable prototypes
- Developed high-fidelity web designs; used 99 Designs and collaborated with contest winner
- Generated requirements and specifications documents used to create front---end code

WellnessFX – Product Strategy for the web and mobile products (Two-month engagement)

- Recommended UX improvements for the web and mobile products
- Analyzed competitive landscape to educate product strategy
- Advised CTO in creating the product roadmap
- Developed go-to-market strategy for the mobile product

Responsibilities during additional engagements

- Redesigned UX/UI to increase customer acquisition and engagement
- Performed market analyses for potential new products
- Built financial models and crafted pitch deck for financing

Yahoo!

Spring – Summer 2008

Media Intern

London, UK

- Won internal innovation competition and devised product requirements, financial model and execution plan
- Prepared the Online Video site for launch and designed new features and content
- Developed recommendations and improvements, based on detailed analysis, for Yahoo! Europe's Online Video, Movie, and Videogame sites

Other Experiences

- Selected for and participated in G8 Innovation Conference (through the British Airways Ungrounded Project)
- Board member at LiveFeed from 2008 – 2009 (Nonprofit working with the music community to fight hunger)
- Co-President of Team 31 Productions (music festivals); managed 14-person team and \$240k budget
- Summer internship with HBO in 2007; worked on financial budgets, forecasts, and viral marketing
- Summer internship with Merck Capital Ventures 2005, 2006; analyzed investment opportunities

Education

Stanford Graduate School of Business (MBA)

2009 – 2011

- Affiliations include: Entrepreneurship, High Tech, and Venture Capital student clubs

Palo Alto, CA

Washington University in St. Louis --- Olin Business School (BSBA)

2005 – 2009

- Majors: Finance, Entrepreneurship, International Business

St. Louis, MO