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Stephane Richard
Entrepreneur and Tech Executive

←   **Experience**   ＋

Consultant and advisor to startups, F500, and Venture Funds ✏️
Various
2016 – Present · 9 yrs 9 mos
San Francisco Bay Area

Working with entrepreneurs, investors, and large companies on product innovation, fundraising, and how to build companies and products with sharp edges

Skills: Business-to-Business (B2B) · Business Modeling · Technology Adoption

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CPO & CTO ✏️
You:Flourish
Nov 2024 – Aug 2025 · 10 mos
Denver, Colorado, United States · Remote

As Chief Product Officer and Chief Technology Officer, I led the creation of a comprehensive digital healthcare platform that connected patients with licensed providers through a secure, user-friendly scheduling and telehealth system. I was responsible for defining the product vision, building and managing cross-functional teams, and delivering a HIPAA-compliant, cloud-based SaaS solution used by medical practices, clinics, and individual providers. From architecting the platform's scalable infrastructure to overseeing feature development and user experience, I drove product-market fit and rapid adoption across the mental healthcare segments. My role combined hands-on technical leadership with strategic product management to deliver a seamless, trusted experience for both patients and practitioners.

Skills: Product Innovation · Artificial Intelligence (AI) · Python (Programming Language) · OpenAI API · Django · Building Organizational Capability · Claude Code

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Director of Product Management ✏️
Comcast · Contract
Sep 2020 – Nov 2024 · 4 yrs 3 mos
Remote

Consultant on and off
Smart TV OS & Monetization: Guided product initiatives with Netflix, YouTube, Amazon, and Apple on Ent OS TV, shaping Comcast's consumer-centric pivot.
Strategic Advisory & Stakeholder Management: Delivered insights on consumer electronics design, TV/UX improvements, and analytics enhancements; collaborated with senior executives to align roadmaps with broader organizational goals.

Skills: Building Organizational Capability · Business Modeling · Technology Adoption

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SVP and GM Movie Business Unit ✏️
Bibliotheca
2021 – 2023 · 2 yrs

• Spearheaded strategic direction and P&L management for Movie Business Unit, overseeing all aspects of marketing, product, engineering, sales, and content acquisition.
• Established a groundbreaking SaaS video service, www.biblioplus.com, catering to libraries in the US and Canada, achieving $xM in bookings within the first year.
• Initiated and managed various marketing channels, including corporate website, webinars, trade shows, LinkedIn, Instagram, Facebook, and monthly newsletters.

Skills: Building Organizational Capability · Business Modeling · Technology Adoption · Due Diligence · Executive Management

Co-Founder & CBO: Product, Marketing, Partnerships (GTM, PR, Sales, Distribution)

Joué Music Instruments · Full-time
2019 – 2020 · 1 yr
San Francisco Bay Area

• Launched consumer music-playing offering with renowned instrument inventor.
• Led product strategy, Kickstarter, marketing, and Apple partnerships.
• Recognized by TIME, TechCrunch, Engadget, and won CES startup competition.

Skills: Building Organizational Capability · Business Modeling · Technology Adoption · Executive Management

CPO & CTO: Growth, Strategy, Product Management, Engineering, Operations

Kanopy
2016 – 2019 · 3 yrs
San Francisco, CA

As Chief Product Officer at Kanopy, I led the strategic launch of the company's first connected TV app on Roku in 2016, driving a critical shift from desktop-only streaming to multi-platform accessibility. This initiative significantly expanded Kanopy's user base by bringing curated, educational content directly into living rooms, increasing engagement among public library patrons and academic audiences. By delivering a consumer-grade, ad-free experience with seamless institutional authentication, I helped Kanopy differentiate itself from competitors, strengthen library partnerships through data-driven usage insights, and establish a leading position in the niche of library streaming platforms.

Skills: Building Organizational Capability · Trade Associations · Business Modeling · Technology Adoption · Executive Management

A24's library is now available to stream for free on Kanopy
Binge Moonlight, Ex Machina, and more with your library card

VP Business Dev. Americas

Thomson Video Networks (acquired by Harmonic) · Full-time
2015 – 2016 · 1 yr
San Francisco Bay Area

Thomson is the market leader in video delivery systems that provides a premium viewing experience across all networks, to all devices.
• Drove strategic partnerships in the video over-the-top (OTT) market segment worldwide
• Managed US business and ecosystem partners to help grow business in the OTT, IPTV and Cable markets
• Defined a Go-to-market strategy for new media OTT Players
• Identified, analyzed and pursued new video markets and market disruption opportunities

Skills: Building Organizational Capability · Trade Associations · Business-to-Business (B2B) · Sales Presentations · Business Modeling · Technology Adoption · Executive Management

Director, Product Management: TV Anywhere, Consumer Offerings, New Product Innovation, GTM

DISH Network
2009 – 2015 · 6 yrs
Foster City

• Led Product Management for a custom Slingbox enhancing mobile viewing experiences
• Managed customer relationships with ARRIS for joint productization efforts
• Oversaw PLM ensuring seamless integration with gateways and STBs
• Developed strong partnerships with Tier1 MSO customers for product integration

• Demonstrated expertise in manufacturing, hardware design, and regulatory compliance
• Spearheaded introduction and lifecycle management of various products like Slingbox, web players, and SlingPlayer for Facebook
• Led the New Products Initiative, resulting in the successful launch of SlingStudio aligned with user-generated content strategies

Skills: Trade Associations · Product Lifecycle Management · Technology Adoption · Cross-functional Team Leadership · Agile Methodologies · Product Innovation

Dish launches $20 Sling TV Internet TV service with respectable channel lineup
Targeting millennials and people who don't want a full pay-TV package, Dish offers up a cheap...

Senior Product Manager: Mobile Apps, ODM Partnerships, Service Providers Offerings
Good Technology
2008 – 2009 · 1 yr

Good Technology Group/Motorola was acquired by Visto.
• Strategy: Drive wireless product strategy for embedded solution.
• Product management: Own ODM relationship to deliver an embedded product offering: messaging, contacts and calendar synchronization with a large variety internet portals (FaceBook, MySpace, Google, Twitter, LinkedIn)
• Device and platform support: In charge of device and carrier certification.

Skills: Trade Associations · Technology Adoption

Founder and CEO
Osean Media
2007 – 2008 · 1 yr

• Developed a virtual trade show platform for professionals with real interactivity.
• Value proposition: reduce the Cost-Per-Lead
• Secondary objective: reduce travel needs
• Raised Angel financing and recruited exec staff from the event marketing space + software engineers.

Skills: Sales Presentations · Technology Adoption

Product Manager / Sales Engineer
Modulus Video acquired by Motorola Mobility
2005 – 2007 · 2 yrs
San Francisco Bay Area

• Market Research, Product Roadmap
• Program managed activities with partners, resellers, telecommunication and DTH customers: AT&T, Bell Canada, Microsoft, Motorola, Alcatel.
• Active in all outbound activities including customer demos, product training sessions, RFPs and trade show product presentations.

Skills: Sales Presentations · Technology Adoption

Sr. Sales Engineer
Espial
1999 – 2004 · 5 yrs
San Francisco Bay Area

2002 to 2004: Partnership, Technical Account Management and Sales Engineering
• Responsible of pre-sales activities for EMEA and Federal.
• Deployed IPTV system with Thales, Lucent, Fastweb, France Telecom.
• Product support working with world leading telecom/cable customers.
• Performed benchmark of clustered Linux video servers with IBM EMEA.

1999 to 2002: Founding team member; Software Engineer and Architect at Kasenna.
• Project management: UI design, services and customization.
• Mentored engineers, defined product features and provided project planning.

• Architected, designed and implemented parts of a high availability video cluster for cable space with strong focus on performance and scalability.

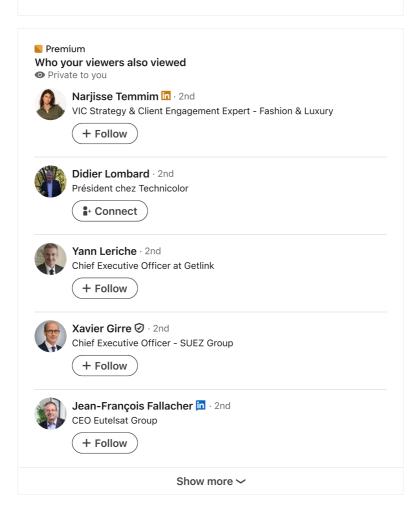**Skills:** Sales Presentations · Technology Adoption

Advanced Graphics Intern and full time employee in the video-on-demand group

SGI

Jan 1999 - Dec 1999 · 1 yr

Mountain View, CA

Developed web tools using Java, HTML, Lex & Yacc to help graphics chips designers with modelization and documentation. Part of the core team of engineers in the MediaBase video-on-demand group during the spin off of the assets into an independent, venture backed company: Kasenna

Skills: Technology Adoption

🟨 Premium

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