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# Daniel Altobello

## DigitalProduct Leader

[LinkedIn](#)

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### Summary

I build great strategies, products and teams to deliver company results. I gravitate to hard problems to solve with smart people and love every minute of competing with difficult prioritization. I balance vision with operating effectively. [Culturally, I believe in accountability, transparency, feedback, results orientation, teamwork and fun.](#) I have a Certificate in Disruptive Strategy from Harvard Business School Online and a B.S. Management & Technology from Rensselaer Polytechnic Institute.

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### Experience

#### [InStride](#) (PE-backed, TPG Rise Fund) / VP, Product [2019 - PRESENT]

- Joined as employee #7 to build out the product function (product, design, PMO, analytics)
- Accountable for product vision, annual roadmaps, establishing KPIs and organizational growth
- Consistently delivered goals leading to strong annual growth and an [industry leading platform](#)

#### University of Southern California / Adjunct Professor [2023 - PRESENT]

- Teach course '[Digital Foundations of Business Innovation](#)' to graduate MBA & MSBA students
- Course covers 15 tech trends to discuss the implications for users, orgs and business leaders
- Example topics include AI/ML, Data, Cybersecurity, Cloud, IoT and Digital Marketing

#### Disney Parks Digital / Director, Product [2017- 2019]

- Led product for core disney web/app features for the Guest Experience and Innovation team
- Accountable for strategies across content, messaging and search delivered 13% increase rev per visitor
- Innovated numerous new capabilities such as the AI-enabled feed in the mobile app, the Disney Genie and the Hey Disney! voice assistant for Alexa

#### [Tiatros](#) / Co-Founder & Head of Product [2012 - 2017]

- Co-founded company and led product, UI/UX, engineering and support split between US and India
- Productized first online, secure, peer group Cognitive Behavioral Therapy for anxiety and depression
- Built investor decks / business models enabling us to raise ~\$4M in Angel and VC funding

#### K12Complete / Co-Founder & CEO [2010 - 2012]

- Co-founded and bootstrapped a cloud-based software start-up in the K12 payments space
- Built team and managed all aspects of operations including sales, support and engineering
- Launched revenue generating MVP and ultimately negotiated acquisition by our reseller

#### Paramount Pictures / Director, Strategic Sourcing [2008 - 2010]

Found and secured \$20M+ worth of strategic partnerships for services (e.g. encoding, transcoding) related to the emerging digital media domain to help scale early explorations into the space.

#### Technicolor / Director, Distribution Services Operations [2005 - 2008]

Developed business plan and financial model for a WW digital cinema distribution operation. Owned product (HW/SW app) and established operations in the US/UK. Achieved 40% market share / \$10M+ rev.

#### General Electric (NBC) / Financial Management Program → Finance Manager [2002 - 2005]

Rotated through finance and strategy roles in Bus Dev, Cable, Ad Sales and TV Production. Performed due diligence during Universal acquisition. Owned ultimate revenue modeling for TV Production.