John P. Joseph

Product and Operations Startup Leader

I'm a multi-time founder who knows how to build products and scale organizations. I have a proven ability to bring both consumer and enterprise products to life the right way while leading companies to the next level. I thrive on finding elegant solutions to challenging problems.

EXPERIENCE

Founder | CEO

Ondaka, Inc. Mar 2017 - Present

- Closed multiple contracts (including Fortune 500 companies) before building the product and delivered initial user experience built entirely on 3rd party software
- Created a sales strategy to reach decision makers faster than conventional enterprise sales tactics by leveraging social selling techniques for traditional heavy industries
- Iterated quickly on product with early customers/partners to increase usage, identify new use cases, and expand revenue opportunities
- Raised $2MM in pre-seed funding from Angels and VCs
- Extended agile methodologies from product and engineering across the company to sales and business development, improving communication across groups
- Gained industry-wide credibility when named "Most Promising Company" at the Offshore Technology Conference, the world's largest technology conference for O&G

Founder | Chief Operating Officer

PacketZoom, Inc. (acquired by Roblox) Nov 2013 - Jan 2017

- Scaled from 2 to a team of 20+ while mentoring junior teammates to give a transparent view into startup business activities
- Built Industry specific pricing model, forecast, budget, and financial model
- Pitched top-tier, seed stage VCs, raising $6.5M in seed funding across 2 rounds
- Led Sale & BD, growing customer base to 50 apps in production (including large publicly traded companies) enabling product to collect billions of data points / month

VP Product & Engineering

PlayHaven Aug 2011 - Jul 2013

- Managed both the Product and Engineering organizations with a team of 35+ people and an operating budget of $5MM reporting directly to the CEO
- Scaled the Product team to meet demand increasing from 400 game publishers & 45MM monthly uniques to 5000+ game publishers & 500+ MM monthly uniques
- Evaluated platform specific SDKs and led overhaul of platform coverage, bringing in experts to rebuild our offering driving publisher adoption up 75%

Senior Product Manager

Hands-On Mobile May 2008 - Aug 2011

- Developed a go-to-market strategy for mobile developer network, recruited domestic & international developers, and launched a revenue generating business in 6 months

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Burlingame, CA

SKILLS

Startups
Fundraising
Business Modeling
Roadmapping
Product Management
Cross-functional Team Leadership
Distributed Team Management
Requirements Definition
MVP Definition
Energy Industry
Oil & Gas
Heavy Industry
Consumer SaaS
Enterprise SaaS
B2B SaaS
Mobile Gaming
Mobile App Development
Computer Vision / AI
AR/VR/XR
Photogrammetry

EDUCATION

Bachelor of Science
Queen's University @ Kingston

Computer Science

Alchemist Accelerator

Class 18

Stanford StartX

P19 Cohort

Creative Destruction Labs

Graduate: Energy Stream 2020