



## PROFESSIONAL SKILLS

Entrepreneurship & business  
Digital marketing & analytics  
Product development & mgt.  
Real Estate & business lending

## DOMAIN EXPERIENCE

*By experience over 20 years*

Entrepreneurship & Business	20
Startup formation, funding & operation	12
Digital Marketing	3
Marketing Analytics & Data Visualization	3
Product Management	15
Real Estate Technology	15
Real Estate Fundamentals	15
Residential & Private Lending	15

*Resume is on page two*

## INTER-PERSONAL SKILLS

- Natural coach/mentor
- Superior communication skills
- Motivated self-starter
- Fast learner of complex subjects
- Highly intuitive and inquisitive
- Supportive and relaxed style
- Focused on learner success
- Predisposed to listen and pose illuminating questions to learners

## CONTACT

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*A detailed resume is available by request*

# GLENN-DAVID DANIEL

## Adjunct Faculty

*Experienced instructor in Entrepreneurship,  
Technology and Real Estate Finance*

## ABOUT

- Senior technology professional with 20+ years of experience in business, technology and real estate.
- Accomplished at lecturing to multiple levels, translating between academic, business, operational and technical languages.
- Excellent grasp of product development, commercialization and software engineering.
- Adept at communicating to diverse audiences (C-level to end-user).

## SUBJECTS

- Entrepreneurship (adults and HS seniors)
- Startup formation, funding and operation
- Digital marketing and analytics
- New product development and product management
- Real Estate technology, finance, lending
- Introduction to business

## COURSES & PROGRAMS AUTHORED

- Introduction to Business for AP Students
- Hip & Flow Music Show

## PROFESSIONAL EXPERIENCE

### Adjunct Professor/Instructor/Lecturer

- Peralta Community College District | *Real Estate Technology/Finance*
- University of California at Berkeley | *Product Management*
- MacClymonds High School | *Introduction to Business & Entrepreneurship*

### Co-Founder/CTO/VP of Technology/VP of Strategy & Business Dev.

- GridMarkets, Pvt Ltd
- Eagle's Nest Innovations, LLC
- The ANICON Group, LLC
- Meridian Management, LLC

### Sr. Product Manager/Product Owner/Analyst/Consultant

- Playback Media Corporation
- PictureTel Corporation
- Stanford Medical Center
- Sybase Corporation
- AT&T/Artear/Americast
- Harmonic, Inc.

## EDUCATION

- Masters of Business Administration | *Babson College*
- Bachelor of Arts | *California State University East Bay*
- Google Ads Search Certification
- HubSpot Digital Marketing Certification
- Certified Trainer - Intro to Business | *Ewing M Kaufman Foundation*
- Certificate in Software Engineering Mgt. | *U. of California Santa Cruz*
- Certificate in Marketing | *U. of California Santa Cruz*
- Certificate in Data Communications | *AT&T Data Communications Inst.*
- Certificate in Real Estate Development | *U. of Southern California*
- Software Engineering and Development | *Lambda School for CS*

## QUALIFICATIONS

- MBA in Entrepreneurship from Babson College.
- Results-driven hands-on senior manager with 17+ years of experience at startup and Fortune 500 companies.
- Broad business and technology experience including software, cloud computing, Real Estate and Telecommunications sectors.
- Superior oral and written communicator accomplished at working with a variety of stakeholders.
- Familiar with the practical application of Artificial Intelligence and Machine Learning in business operations.
- Adept at distilling and visualizing data using SAS, Tableau, R, and Python.
- Practical training in full stack web application design and development using React, JavaScript, NodeJS, and multiple databases.

## EMPLOYMENT

- Lambda School for CS | SW Engineering Apprentice | Pleasanton, CA | 2018
- Learners Guild | SW Engineering Apprentice | Oakland, CA | 2017
- Eagle's Nest Innovations | Co-Founder/CTO | San Francisco, CA | 2012 – 2017
- The ANICON Group | VP of Technology | San Francisco, CA | 2012
- Meridian Management, LLC | Director of Technology | Emeryville, CA | 2010 – 2012
- Multiple RE Firms | Technology Consultant/Broker | San Francisco Bay Area, CA | 2003- 2012
- DDM Consultants | Founder/Principal Consultant | Oakland, CA | 2001 – 2008
  - Selected Engagements
    - Panion Networks | Product Owner | Redwood City, CA | 2004 - 2005
    - Bayview Systems, Inc. | Product Owner | San Mateo, CA | 2001 - 2003
- Playback Media Corp | Product Owner | Redwood Shores, CA | 2001
- PicturTel Corp | Sr. Product Manager | Andover, MA | 1999 - 2001
- Stanford Medical Center | Sr. Technology Analyst | Palo Alto, CA | 1998 - 1999
- New Media Consultants | Founder/Principal Consultant | Oakland, CA | 1995 - 1998
- AT&T | Product Manager | San Ramon, CA | 1991 - 1995

## ACCOMPLISHMENTS AND NEW PRODUCTS

### Multiple RE Engagements

- Developed productivity tools for loan originators.
- Customized Salesforce.com and Zoho CRM solution for managing mortgage pipelines.
- Sourced private financing for real estate development projects from \$1 million to \$25 million dollars.
- Created the *Loan Option Analyzer* an application to automate loan product analysis and selection.
- Designed *Mortgage Buddy* an application to help loan originators manage loan transactions.
- Designed and implemented *Lender Management System* ('LMS') to organize loan products.
- Designed *TitleCalc* system to calculate title fees based on state, county and local laws and customs.
- Developed the *Option ARM Workbook* that compared Payment Option ARMs to Fixed Rate programs.

### Playback Media

- Successfully managed 4 releases of *eLearning Services*, an HR compliance video delivery platform.
- Led the UX team in a complete redesign of the UI utilizing user feedback and observation.

### PictureTel

- Reduced schedule slip for v1.0 of product from 14 weeks to 8 weeks in my first 10 days.
- Defined and designed a major product-line expansion to an enterprise class VoIP conferencing product.

### Stanford Medical Center

- Designed and built reference digital video editing solution for endoscopic surgery videos.

### New Media Consultants

- Prevented DiviCom's loss of \$350,000 in liquidated damages by managing the design and development of a data injection solution for an MPEG-2 Digital Video Broadcast system in less than 14 weeks.
- Conceived, designed, and championed *Diviwood*, a satellite-based system for transporting daily film production footage from remote shooting locations.

### AT&T

- Championed, defined requirements, high-level design, service suite and critical strategic marketing elements for *Pacific Bell Media Park*, the world's first networked multimedia production environment.
- Designed and managed development of a billing data collection system for video conferencing servers.