

DAVID B. MILLER

(310) 574-2926 • dbmillercode-website@yahoo.com

EXPERIENCE

MATTEL, INC.

Mattel is one of the world's largest toy companies and creating the future of play

El Segundo, CA
2016 – 2018

Vice President, Product Management, Advanced Concepts

- Direct C-level interaction, influence, and planning for Mattel's technology strategy
- Lead a skunkworks tech team of product managers, toy designers, and marketers that takes emerging technologies and develops new & fun play experiences for kids and families. Worked closely with Amazon and developed Mattel's first ever Alexa Skill.
- Growing team's capabilities & revenue towards ~ \$20MM in 2018, essentially doubling YoY revenues
- Experienced with general data privacy, COPPA privacy, product & data security, development of app-controlled robotics, video games, STEM, virtual/augmented reality, and voice assistance. Set a Mattel record for fastest time-to-shelf for a complex electro-mechanical device.
- U.S. Design Patent filing co-inventor: "*Animatronic Sonically Controlled Robot*"

YAHOO!

Yahoo! Search U.S. alone receives more than 2B searches every month, and a large share of Yahoo's approx \$5B comes from global paid search revenues

Burbank, CA
2006 – 2016

Vice President, Search Product Management & Analysis

2011 – 2016

Senior Director, Global Search Business Operations

- Direct C-level interaction, influence, and planning for Yahoo's global paid search strategy
- Led a product management team that launched approx fifteen UI enhancements and increased U.S. search revenues by approx \$50MM in each of 2014 and 2015
- Operated a multi-layered A/B product experimentation platform that ran approx 1K experiments/day
- Led a 35+ analytics team focused on desktop & mobile product performance monitoring, user analysis, advertiser analysis, remediation, and improvement of approx \$3B gross search revenue globally
- Operated a data fluency program within search org that ensured data was accurate, readily available, and driving informed product decisions
- Consistently rated as high performer, and winner of the Q3 2011 Yahoo *You Rock* team award
- U.S. Patent filing lead inventor: "*Multi Tab Search Result*"

Director, Product Management

2006 – 2011

Sr. Product Manager

- Product management leadership and key thought leader for the Yahoo! & Microsoft Search Alliance.
- Product management leadership for global search monetization products. Managed a team and pipeline of ad selection, relevance, and ad ranking products from modeling through testing & launch that increased U.S. Yahoo Search revenues by over \$150MM in each of 2007 and 2008.
- Awarded Yahoo's prestigious *Super Star Award* in 2008, given to approximately **top 1%** of employees
- U.S. Patent application #20120084147 co-inventor: "*Method and System for Determining Search Suggestions*"

NETZERO / UNITED ONLINE, INC.

UNTD is a leading provider of consumer internet and media services through a number of brands, including NetZero, Juno, Classmates, and MyPoints

Woodland Hills, CA
2005 – 2006

Sr. Product Manager

- Product Management – Creatively brainstormed, improved, and defined features and functionality of UNTD's ISP clients, NetZero Voice VoIP client, and PrivatePhone service to increase customer satisfaction, conversions, and revenue. Owner and advocate of the product through concept, launch, and support.
- Business & Operations Analysis – Performed competitive analysis and developed business cases for launching UNTD products. Analyzed performance post launch to ensure business objectives were met.
- Market Research and Usability – Contributed to focus groups and primary market research to identify the voice of the customer. Managed usability sessions to ensure current and prospective features were effective and easy to use.

AVAYA, INC.

Avaya is a \$5B global leader in IP telephony enterprise communications solutions

Senior Manager, Global Managed Services

- Technology Strategy – Conducted secondary market research to align Avaya’s suite of managed services offerings to present and future customer needs
- Business Development, Offer Management, and Field Services – Successfully completed rotations in Avaya’s select Services Leadership Rotational Program

New York, NY
Basking Ridge, NJ
2003 – 2005

MERADO SOFTWARE, INC.

Merado was a software startup supplying internet dialup management solutions to virtual ISPs

Co-Founder, Vice President of Product Management

- Client Strategy – Worked onsite with PeoplePC to understand client needs, develop creative solutions, document specifications, and manage successful integration for over one million PeoplePC end users
- Entrepreneurship – Contributed to the company’s business plan, incorporation, legal securing of intellectual property, accounting, and payroll

San Francisco, CA
2001

1STUP.COM

A CMGI company, 1stUp was a leading free-ISP with over 5.5 million registered users worldwide. Partners included AltaVista, Excite@Home, Lycos, and others.

Director of Product Management and Product Engineering

- Team Leader and Manager – Designed and managed the implementation of a real-time online media ad targeting system, which served 100MM ads/day and increased revenues by over \$500K/month. Managed four developers.

San Francisco, CA
2000 – 2001

HEWLETT-PACKARD / AGILENT TECHNOLOGIES

Fiber-Optic R&D, International Manufacturing Team

Development Engineer

- Creativity – Computer aided design and manufacturability of fiber-optic modules
- U.S. Patent #6,759,687 lead inventor: “Aligning an Optical Device System with an Optical Lens System”

San Jose, CA
Singapore
Malaysia
1998 – 2000

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

MBA, Double Major: Information Strategy Economics & Technological Innovation

- Awarded prestigious *Palmer Scholar* for **top 5%** of graduating class
- First and second year honors
- Team leader of self-recruited Field Application Project with Microsoft
- Guest writer for the Wharton Journal

Philadelphia, PA
2001 – 2003

STANFORD UNIVERSITY

Master of Science, Mechanical Engineering

- **GPA 4.0/4.0**, Dean’s List all quarters
- National Science Foundation (NSF) Graduate Research Fellow
- Stanford Linear Accelerator Center (SLAC) project reduced manufacturing costs by over 20%
- Guest writer for the Stanford Daily

Stanford, CA
1996 – 1998

UNIVERSITY OF MICHIGAN

Bachelor of Science, Mechanical Engineering

- **GPA 3.97/4.00**, graduated **Summa Cum Laude** in **top 1%** of graduating class
- Dean’s List all semesters, one of only ten students that year to be a seven-time *Angell Scholar*
- Elected to Pi Tau Sigma, Tau Beta Pi, Phi Kappa Phi, Gamma Sigma Alpha, & Golden Key honor societies

Ann Arbor, MI
1992 – 1996

ADDITIONAL SKILLS & INFORMATION

- Strong understanding of coding fundamentals. Direct coding language experience in Fortran, C, SQL, NQL, and HQL.
- Author: “*Leadership and Drive: Best Practices for Cultivating High-Performance Teams.*” LeadershipAndDrive.com.
- Admitted to American MENSA, the high IQ society for individuals scoring in top 2% of an approved intelligence test
- Travel and adventure in six continents. Proficiency in Spanish.
- Cool skills include juggling three balls, brown belt in Jiu-Jitsu, driving stick shift, and never having had a cup of coffee
- Hobbies include rollerblading, racquetball, Mazda Miatas, and weekend football
- Owner and operator of dbmiller.com, MichiganFootballTurnovers.com, Nostoylgia.com, and FindMyEiffel.com
- Contributing author of several articles on Wikipedia.com