

LUC DUMONT

dumont@gmail.com | San Francisco Bay Area, United States | +1 650 600 2195
www.ldumont.com | www.linkedin.com/in/lucdumont | American and French citizen

PROFILE & STRENGTHS

Transformational business leader with 25+ years of expertise scaling digital advertising and streaming media enterprises from startup to exit. Proven track record of driving strategic growth through innovative partnerships, having managed \$500M+ in advertising revenue and orchestrated multiple successful exits (\$2B, \$300M). Known for building high-performance international teams and delivering breakthrough results at the intersection of streaming media, advertising technology, and data analytics. Distinguished by the ability to identify emerging market opportunities and translate them into profitable business strategies across both buy-side and sell-side platforms

GALLUP CLIFTON STRENGTHS (2024): 1. Strategic | 2. Achiever | 3. Individualization | 4. Relator | 5. Self-assurance | 6. Analytical | 7. Arranger | 8. Learner | 9. Significance | 10. Futuristic

EMPLOYMENT

Sr. Vice President, Inventory & Data Management

MADHIVE, Mountain View, CA | Nov 2021 – Present

Connected Television (CTV) / advertising workflow platform: DSP/SSP/DMP / Local Advertising

- Built and lead inventory partnerships team managing \$xxxM annual budget, securing premium supply integrations with major broadcast networks and digital publishers (Disney, Paramount, Warner Discovery)
- Launched and scaled Data Marketplace to \$xxM annual revenue through strategic partnerships with industry leaders (Experian, TransUnion, SambaTV), including development of proprietary household identity graph
- Drove operational efficiency through supply optimization and verification partnerships, delivering multi-million dollar annual savings
- Established comprehensive measurement framework through integrations with Upwave, InMarket, and Affinity Solutions, enhancing campaign performance validation
- Key contributor to company's strategic growth, culminating in \$300M investment from Goldman Sachs

Sr. Vice President, Business & Corporate Development

LOOPME | San Francisco, CA | Oct 2017 – Aug 2021

AI-based video adtech platform: DSP/Exchange/DMP & Measurement

- Drove 10X revenue growth through strategic partnerships with Unity Technologies, Spotify, and AppLovin, while developing enterprise and self-serve product offerings
- Led go-to-market strategy including product positioning, pricing, and partnership development for enterprise and self-serve platforms
- Partnered with CEO and CFO to secure \$17M funding round, leading investor presentations and due diligence process

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Chief Operating Officer

ORAH, Santa Clara, CA | Jan 2016 – Aug 2017

Video solutions for AR/VR livestreaming

- Scaled AR/VR video livestreaming business through partnerships with tech leaders (Google, Meta) and strategic customers (NASA, , Intel, Apple, Snap, Twitter), while leading product and go-to-market teams
- Secured \$4M funding round to accelerate product development and market expansion

SVP International to EVP Corporate Development

DAILYMOTION | Paris, France and Palo Alto, CA | Jan 2008 – Jan 2016

Advertising supported OTT/CTV video streaming platform

- Scaled global operations to 30 countries, growing monthly active users from 30M to 300M and driving ad revenue to \$xxxM (50% of company revenue)
- Led strategic partnerships with global platforms (Microsoft Xbox, Samsung, Roku, Amazon) and telecom operators (Orange, Telecom Italia), while building and managing international team of 50
- Negotiated and managed complex alliances and partnerships with major players like Microsoft Xbox, Samsung, Roku, Amazon, Apple TV, PlayStation, Telecom Italia, and Orange
- Key contributor to Dailymotion's \$300M acquisition by VIVENDI

Director, International Business Operations & Strategy

YAHOO! | London, UK and Sunnyvale, CA | Jan 2003 – Dec 2007

Community / Social Products Mail, Messenger, Photos, Flickr

- Directed finance, planning, and reporting for Yahoo!'s European community products, generating over \$100M in revenue
- Relocated to the US headquarters to drive the global roadmap, playing a key role in launching Yahoo! Answers, which reached 300M MAUs

Finance, Corporate Development & Country Management

QXL RICARDO | London, UK | Sep 1999 – Jan 2003

E-commerce marketplace

- Scaled the company from a 40-person startup to a 1,300+ employee public company and supported dual IPOs (LSE and Nasdaq)
- Participated in over 10 M&A processes, culminating in a successful \$2B dollar acquisition by Naspers.
- Managed growth from a 40-person startup to a 1,300+ employee public company, overseeing reporting, planning, forecasting, and modeling

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Finance Manager

HAVAS MEDIA COMMUNICATIONS | London, UK and New York, NY | Sep 1996 – Sep 1999

Outdoor advertising

- Led reporting, planning, and operational efficiency improvements through streamlined data flows and robust analytics.

EDUCATION & LEADERSHIP

- **MSc Finance** from EDHEC Business School (1996) – Ranked best MSc Finance by the FT in 2017
- **Executive Education**, Stanford University (2014) – Focus on Corporate Finance & M&A
- Proficient in SQL, BigQuery, and Conversational Analytics; skilled in data visualization with Looker and Tableau; expert in MS Excel, Google Sheets, PowerPoint, and Google Slides
- Formerly on developer and customer boards (Facebook, Adobe) Currently on the Human Customer Board
- Frequent industry spokesperson and panel moderator
- Dual American and French citizenship
- Fluent in English and French; intermediate in Italian and German
- International experience: 50% in the US, 40% in the UK, 10% in France
- Open to in-office, hybrid (San Francisco Bay Area), or fully remote roles