

DAN RAVEH

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EXPERIENCE

COMMERCE VENTURES, *multi-stage VC fund focused on mobile, retail, payments, and digital marketing* **San Francisco, CA**
Principal **2014–present**

- Invest up to \$500k in companies in the E-Commerce, Retail and Fin-Tech segments
- Co-run fund with founder as the first employee, leading and executing all aspects of investments and operations
- Deal sourced: Forter, WonderMall, and PhraseTech. Mentor at UpWest Labs.

GOOGLE, *Display Products and Advertising Innovation Groups* **Mountain View, CA**
Manager **Summer 2013**

- Led launch of Affinity Segments and In-Markets, two display advertising products, generating \$50M of revenue in summer 2013
- Developed new features portfolio and led coordination among clients and global engineering, procurement, and new product development teams for “Interest Categories” product, creating a 15% increase in customer base within 2 months

VIOLA, *Israel's largest technology growth fund (\$2B AUM)* **Herzeliya, Israel**
Associate **2010–2012**

- Senior member of TMT team; actively supported Viola's portfolio companies
- \$1B acquisition of Clal (TASE: CII), the largest technology and industrial holding company in Israel
 - Staffed as Principal and negotiated alongside three of the founding partners of Viola Private Equity and the Viola Group
 - Led financial and operational diligence on behalf of PE syndication, coordinating third-party advisors and lenders
- \$80M acquisition of Matomy Media, performance online advertising solutions (closed July 2010, IPO in 2014)
 - Collaborated with management to identify and close multiple follow-on acquisitions (\$20M invested)
 - Designed, developed and implemented a revised incentive compensation and ownership structure for senior management, resulting in 50% annual growth
- Additional deals closed: myThings, MacroCure, Zend, Degania Silicon

POALIM VENTURE PARTNERS, *VC fund and William Blair strategic partner* **Tel Aviv, Israel**
Venture Capital Analyst, TMT Group **2008**

- Analyzed late stage high-tech companies with \$10-100M revenues
- Selected to develop a training program for new analysts

UNIT 8200 OF ISRAELI INTELLIGENCE CORPS, *Special Operations* **Givatayim, Israel**
Intelligence Officer **2001–2005**

- Awarded “Israel Defense Prize” by the President of Israel for significant contributions to the defense of the State of Israel
- Managed interdisciplinary research team of 20 people responsible for more than \$200M budget
- Led research team to integrate intelligence research, R&D, and Special Forces units into national security missions
- Managed projects and led a cross-functional team of electrical engineers and intelligence research

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration, *Major in Finance and Entrepreneurial Management* **San Francisco, CA**
2012–2014

- President of the Scotch & Whiskey Club with over 400 members; International Students VP of Veterans Club
- Graduate Teaching Assistant: VC & Financial Innovation with Prof. David Wessels; Financial Accounting with Prof. Brian J. Bushee; Digital Marketing & E-Commerce with Prof. David Bell

TEL AVIV UNIVERSITY **Tel Aviv, Israel**
Bachelor of Arts in Economics, *minor in Philosophy* **2006–2009**

- Assisted in the writing of "Economic Fables" with Prof. Ariel Rubinstein, recipient of the Israel Prize
- Led 100 student delegation to Warsaw School of Economics

ADDITIONAL INFORMATION

- **Interests:** Ranked top 10 swimmer in Israel (1993–2001); ranked 1st in Israel National College Swim League (2007–2009); ranked 6th in Israel for Olympic-distance Triathlon (2005–2010); scuba diving, mountaineering (three of the seven peaks)
- **Community Service:** Lobby Leader at Green-Course. Board member – Tzemach
- **Languages:** Hebrew (native)