



Search

**Jon Venverloh** • 3rd

Director, Program Management at Google

Mountain View, California

Connect



Google

Stanford University Graduate School of Business

See contact info

500+ connections

Google veteran with tours of duty in Eng, PM and Business orgs, focused on enterprise and consumer products. At the intersection of product design, launch and support at scale. Program management, product management and sales leadership.

- 16 years launching new products at Google including Enterprise, Chrome and Shopping in the Eng org and in the Global Business Org.
- Collaborative leader well versed in managing engineering, product management, legal, financial, sales, policy and executive resources.
- Integrated an acquired company of 100+ people in Google Shopping's largest acquisition, and expanded service from US to UK, France and Germany.
- Served in Google's Europe engineering HQ in Zürich, Switzerland.
- Diversity & Inclusion and ERG program leadership.

Show less ^

## Experience

**Google**

7 yrs 5 mos

- **Director, Program Management**  
Aug 2018 – Present · 7 mos  
Mountain View, California  
Leading product development and launch strategy and operations for Google Shopping ads product initiatives.
- **Director, Program Management**  
Apr 2016 – Aug 2018 · 2 yrs 5 mos  
Zürich, Switzerland  
Created and led a team that redesigned and updated significant portions of the systems, teams and processes Google Shopping uses globally (and across thousands of FTEs and vendors in offices in the US, Europe and India) to support all participating merchants, resulting in a 10% year over year decrease in customer-hours consumed by said systems. Led efforts to update policies th... See more
- **Director, Global Sales, Channel Intelligence (Google Shopping)**  
May 2014 – Mar 2016 · 1 yr 11 mos  
Mountain View, CA

Responsible for global sales and general management (product strategy and customer support) of Intelligence, acquired by Google in February 2013. CI's big data / ad technology and services helped retailers maximize their performance in Google Shopping and on 3rd party ecommerce channels. Managed the gradual integration of CI teams into Google and the... See more



Google Acquires Channel Intelligence...

#### Global Head of Sales & BD, Channel Intelligence (Google Shopping)

Mar 2013 – Apr 2014 · 1 yr 2 mos

Mountain View, CA

Responsible for global sales of Channel Intelligence, acquired by Google in February 2013. Channel Intelligence's big data / ad technology and services helped retailers maximize their performance in Google Shopping and on 3rd party ecommerce channels. Expanded from US to serve clients in the US, UK, Germany and France with local teams. Grew the customer base and improved se... See more



#### Head of Business Development - Platforms, Google Shopping

May 2012 – Mar 2013 · 11 mos

Mountain View, CA

Managed a team that developed an ecosystem of partners across all of Google's shopping / online commerce initiatives. Partners included marketplaces (e.g. eBay), top retailers (e.g. Best Buy), ad agencies (e.g. iProspect), affiliates (e.g. PriceGrabber), data licensors (e.g. BazaarVoice) & data management firms (e.g. Channel Intelligence).... See more

#### Senior Manager III, Product Partnerships

Oct 2011 – Apr 2012 · 7 mos

Mountain View, CA

Responsible for developing strategy and managing an ecosystem of partners for Google's many Shopping initiatives (e.g. Product Listing Ads, Google Express, In Store Maps). Managed a team of strategic partner managers who implemented partnerships and designed processes and tools to launch products supporting 100s of thousands of merchants. Led cross-functional initiatives to align dozens of far-flung colleagues in ad sales, product management, partner operations and tech support. See less

Show fewer roles ^



#### Sloan Fellow

Stanford Graduate School of Business

Aug 2010 – Jul 2011 · 1 yr

Master of Science, Management



#### Google

9 yrs 8 mos

#### Head of Distribution Partnerships

Oct 2005 – Apr 2010 · 4 yrs 7 mos

Developed products and business models to profitably distribute Google software that generated new users and usage. Negotiated and secured > \$1B in funding for new agreements with such firms as HP, Sony, Skype, Sun, Acer and Toshiba.

- Accepted the "Founder's Award" in 2009 for "outstanding achievements that stand out... See more

#### Head of Federal Sales, Enterprise

Sep 2002 – Sep 2005 · 3 yrs 1 mo

Developed products for Federal government civilian and DoD agencies. Built and managed sales teams and an ecosystem of resellers and system integrators.

- Developed a version of the Google Search Appliance for use on secure DoD networks (e.g. SIPRNET)
- Grew revenue from \$0 to \$20 million with deal sizes ranging between \$30,000 and \$4 million.
- Received the "Over-Achievers Club President" and "Google Luminary" (Top 3%) awards.
- "Top Overall Sales" awards in 2003, 2004, 2005; "Century Club" Q3 2004, Q1 2005, Q3 2005. See less

Senior Manager II, Enterprise Division

Oct 2001 – Sep 2002 · 1 yr

Promoted to start up and staff this new business unit with global inside and outside sales teams. Won clients such as Pfizer, Morgan Stanley, various universities and Federal, State, and local governments. Managed team of 4.

- Aggressively grew sales from \$0 to \$5 million in only 1 year. "Top Overall Sales" awards in 2001 and 2002.
- Set a new company record of 52 deals closed, worth \$1.1 million in new revenue, in 1 quarter. See less

Senior Manager, Search Services

Sep 2000 – Sep 2001 · 1 yr 1 mo

Hired as one of Google's first biz dev professionals to facilitate market development, sales and new partnerships.

- Led negotiations with Deutsche Telekom's T-Online that drove the design of Google AdSense for Search.
- Launched the new Google Search Appliance, selling into dozens of corporations (e.g. Boeing, JP Morgan Chase).
- Expanded sales of early cloud services; closed deals with key customers such as Procter & Gamble. See less

Show fewer roles ^



Director of Business Development

Virtualis

Sep 1999 – Sep 2000 · 1 yr 1 mo

Virtualis was a pioneer in offering hosted software solutions; venture backed by Adobe Ventures, Knight Ridder and Garage.com. Managed all of sales with a new team of 6 salespeople; developed an ad network and an affiliate network. Prospected for and secured distribution, OEM and reselling deals with Earthlink, Corel, Network Solutions and others.



The Weather Channel

3 yrs

Head of West Coast Sales - Weather.com

1997 – 1999 · 2 yrs

Promoted to open a new sales office in San Francisco and recruit a sales team for this online unit of the world-class TV entity.

- Sold online ads to such well-known brands as Microsoft, Travelocity, Saturn, Charles Schwab and many others.
- Earned the "Leadership Award" in 1997, and membership in the elite "President's Club" in 1997 and 1998. See less

Account Executive

1996 – 1997 · 1 yr

- Sold \$2 million in TV ad inventory to such clients as Toyota and Charles Schwab.
- Recognized as youngest account executive in company history.



Account Executive

Saatchi & Saatchi

1995 – 1996 · 1 yr

MGM/United Artists: Managed day to day interaction for media planning.



Account Coordinator

DDB Needham

1994 – 1995 · 1 yr

Gramercy Pictures: Served as primary point of contact for digital media initiatives with Compuserve and others.

Show fewer experiences ^

## Education



### MSc Management, Business

2010 – 2011

Focused on general management, finance and organizational behavior. Included M&A at the Stanford Law School. One-year full time master's degree program.



### Southern Methodist University

BA, Advertising, Cum Laude with Honors and Departmental Distinction

1990 – 1994

Activities and Societies: • Academic Scholarships: Dean's Scholar Award and Communications Honors Award. • Minor in French included study abroad in Paris, France; Pi Delta Phi (French honor society); Certificat Pratique du Français Commercial et Économique; Diplôme Approfondi de Langue Française.

## Volunteer Experience



### Elected Board Member

The Las Lomitas Elementary School District (LLESD) Governing Board

Nov 2018 – Present • 4 mos  
Education

One of 5 elected officials overseeing a public school district.

## Skills & Endorsements

### Strategic Partnerships · 89



Endorsed by Amit Patel and 7 others who are highly skilled at this



Endorsed by 23 of Jon's colleagues at Google

### Strategy · 51



Endorsed by Mike Cagney and 3 others who are highly skilled at this



Endorsed by 10 of Jon's colleagues at Google

### E-commerce · 27



Endorsed by David Chen and 1 other who is highly skilled at this



Endorsed by 5 of Jon's colleagues at Google

## Industry Knowledge

Business Development · 25

Product Marketing · 14

Business Strategy · 12

Cloud Computing · 10

Sales Management · 6

Strategic Planning · 4

Organizational Design · 3

Channel Partners · 2

Product Development · 2

Product Management · 17

Online Advertising · 14

Marketing Strategy · 11

Mobile Devices · 7

Digital Media · 5

Mobile Applications · 4

Sales Operations · 2

Digital Marketing · 2

Budgets · 1

Go-to-market Strategy · 1

Sales · 1

Tools &amp; Technologies

Enterprise Software · 4

Interpersonal Skills

Cross-functional Team Leadership · 9

Management · 9

Leadership · 9

Negotiation · 4

Team Management · 1

Business Alliances · 1

Contract Negotiation · 1

Team Leadership · 1

Building Relationships · 1

Executive Management · 1

Lead Generation · 1

Other Skills ⓘ

Partnerships · 1

Monetization · 1

New Business Development · 26

Partner Management · 1

Selling · 1

Strategy Development

Driving Revenue

Partnership Development

Partnership Management

[Show less](#) ^

## Recommendations

[Received \(10\)](#)[Given \(3\)](#)**Hantz Fevry**  
Technical Program Manager  
at GoogleJanuary 12, 2018, Jon was senior  
to Hantz but didn't manage  
directly

Jon has been an inspiration for me as my mentor since college and through to today (3 years at Google including one promotion, one role change and one international move). He always pushed me to do well and strive for bigger goals. Yet he was always patient, understanding, and supportive. It's no exaggeration to say that I owe him my career success.

Jon's strong leadership qualities and deep expertise in the tech industry make him an essential pillar of every organization he has been involved with. My hope is that someday I can be more like him and inspire others towards their success.

[See less](#)**Jason C. Mayden**  
Current CEO + Co-Founder,  
Super Heroic + Trillion  
Valley, Fmr. Jordan, Nike,  
Stanford d.SchoolJune 24, 2011, Jason C. worked  
with Jon in different groups

Jon Venverloh is an outstanding human being. He possesses a unique combination of patience, intelligence, humility, humbleness and a strong analytical mindset. Moreover, Jon has a high moral standard and cultural awareness that allows him to build deep and meaningful relationships with anyone that he encounters, regardless of race, creed or religion.

I have personally seen Jon delegate with courage, lead with

authority and listen to his team with compassion. I have had the pleasure of meeting and building a relationship with Jon at a point in his career when he is forging the foundation of his leadership style going forward. And from what I have seen thus far, great things are in store for any organization that has the great benefit of working with Jon.

It is my sincere hope that he finds a firm that will leverage and build upon his capabilities as a leader, father, husband and friend. There is simply no one more prepared for greater levels of responsibility than Jon Venverloh.

As a student, Jon's insatiable thirst for knowledge is unparalleled. He finds strength in the unknown and tackled new concepts with an admirable academic vigor. I was encouraged and inspired by his example and I am sure that many others would say the same.

I am tremendously excited to see what Jon will do going forward and it is my sincere hope that our paths cross again in the business world in the future. [See less](#)



**Manjari C. Bhatia**  
Google Photos, Director of Strategic Partnerships  
May 25, 2011, Manjari C. worked with Jon in different groups

I have had the privilege of getting to know Jon during my time at Google, particularly in my prior role as the lead in structuring the economics for all Distribution deals. It is widely known that Jon was an indispensable member and leader within the Distribution team, negotiating and closing our biggest and most important partnerships. I feel very lucky to have worked with such a talented, thoughtful and effective individual whose deliverables were always of the highest quality. Jon provided much needed guidance on several process and organizational matters when I found it lacking and inadequate elsewhere. He made history at Google with several brand new or highly complex configurations and, as such, was a vital contributor in researching the viability of non-traditional opportunities from all standpoints over the course of his time there.

I can say that I have never witnessed a more stellar communicator in high pressure situations – Jon is to-the-point and not shy about raising his concerns around any matter. In presenting large deals to our CEO and founders, Jon comfortably, pleasantly and eloquently delivered the strengths, risks and mitigating factors of potential partnership opportunities during an otherwise mundane set of conversations. He was adeptly able to dial up or dial down his granularity of description based on the audiences at hand in a non-condescending, helpful manner. Jon conveyed messages with the support of data, which lent him a tremendous amount of credibility and he always maintained an unparalleled level of professionalism and courtesy. Beyond all of these professional superlatives, Jon is genuinely a funny and compassionate individual with tremendous integrity. I have no doubt that Jon will go on to achieve even more amazing things in his future. [See less](#)



**Sonia Wadhawan**  
Director, Partnerships @ Google  
May 5, 2011, Jon worked with Sonia in the same group

Jon was a proven leader on Google's cross functional distribution team. He gracefully managed the work of different people and functions (finance, legal, policy, product marketing). Jon was responsible for our team's largest and most important wins. His creativity in negotiating terms on many occasions set the standard on contractual, business, and technical issues for future deals. Jon is a thought leader that others seek out for advice. While at Google, he earned the respect of our organization at all levels given his deep knowledge of the business. Jon was trusted and

partners. Jon was not only a leader but also a great mentor, giving useful advice on how I could grow professionally. [See less](#)



**Adrian Otto**

Technology Visionary

April 19, 2011, Adrian was senior to Jon but didn't manage directly

I enjoyed working with Jon at Virtualis. He's smart and commands respect. I'm confident in his abilities, and would like to work with him again in the future.



**Francisco Irao**

Head of Channel and Direct Sales, Americas

April 18, 2011, Jon worked with Francisco in the same group

Jon and I worked together at Google for 7+ years. Jon was the original sales person for the enterprise group which now numbers in the hundreds.

Google did not have the brand recognition it has today and certainly not in the corporate environment. Jon sold the product by building trust and expertise with the prospect. He became a trusted advisor and a part of their team rather than just a sales person. Jon's a polished speaker that customized his presentation to suit the audience.

Internally, I was impressed to see how Jon was able to navigate through the internal processes within engineering, legal and product management. He built relationships within these organizations to help him be very successful. This reflected in his track record of constantly overaching on his quota year after year.

In addition to all of this, Jon has a very morale and ethical standards which governs his interactions. He is very active in the community and participates in charitable organisations. Jon is someone you can count on to always do the "right" thing in business and life.

I have nothing but high praise for Jon and he will be an excellent addition to any company. Please feel free to contact me if you have any questions.

Thanks,  
Francisco Irao [See less](#)



**David Fisher**

FSO at State Department

April 13, 2011, David and Jon were students together

Jon and I are classmates at **Stanford's Graduate School of Business**, where we have worked closely together on multiple projects over the past 8 months.

Jon is a natural leader with the ability to inspire and motivate his colleagues in ways that improve their performance. On multiple occasions I have witnessed Jon lead student study groups that went on to produce high quality work. In fact, I had the pleasure of being in one of Jon's study groups for 3 months and witnessed first hand his leadership abilities. I believe Jon's leadership skills come from his genuine desire to assist his colleagues in ways that empower them and help them attain their personal and professional goals.

Jon is also an exceptional project manager. He is very organized and keeps the team on track to ensure tasks are completed on time. Furthermore, Jon is a master at giving effective presentations. I have witnessed Jon address our class close to a dozen times and he never fails to deliver his points clearly and persuasively. Lastly, Jon is a top notch writer. We have collaborated on a number of written projects and I believe his prose is amongst the best in the

His text displays a clarity of thought and logical progression that have raised the level of our assignments and contributed greatly to our high marks.

In conclusion, I have enjoyed my collaboration with Jon over this past school year and learned much from him. I hope we have a chance to work together again in the future. David Fisher [See less](#)



**Dave Lemen**  
Chief Engineer at Boeing Intelligence & Analytics  
April 12, 2011, Dave was a client of Jon's

I had the privilege of working with Jon on a large and complex procurement for an important government customer of ours. It was a groundbreaking project for both of our organizations, and Jon was infinitely patient with us as we worked to get through a number of gates prior to approval. I think he was particularly effective in helping us communicate the value of his product to our customer. In the end, his work contributed to what has been a very successful capability for the government, and the first of many follow-on sales for his company. I highly recommend him for his strong people skills and drive to get big things done. [See less](#)



**Doug Martz**  
SVP Integrated Partnerships Tennis Channel  
April 11, 2011, Jon worked with Doug in the same group

Jon is a true professional and great person to work with. He brings a consistent and fantastic attention to detail in everything he does, and has an uncanny focus on task completion. He gets it done. Clients love him as do co-workers. I know and am glad that our personal paths will cross often, and I'm hopeful that our professional paths do again sometime soon. [See less](#)



**Charlie Ayers**  
Chief Culinary Officer at Tastes on the Fly Inc  
August 8, 2007, Charlie worked with Jon in different groups

Jon is one of the most honest and trustworthy you will ever run across in the business world,he brings a whole new meaning to " Dont be Evil "

### Accomplishments

1 Language

French

### Interests



**Stanford University Graduate Scho...**  
183,990 followers



**Xoogler**  
3,302 members



**Southern Methodist University**  
107,225 followers



**Google**  
10,322,597 followers



**Think With Google APAC**  
19,105 followers



**Houzz**  
73,394 followers