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# JOE DUNN

COACHING FOUNDERS, EXECUTIVES AND TECHNICAL LEADERS

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## CAREER

VP and SVP Engineering and Products at Macromedia from scrappy startup to successful IPO and beyond.


Started [shockwave.com](http://shockwave.com), eventually sold to MTV networks for \$250M+.

Early engineering and management career at Acorn Computers (IPO, exists now as ARM Ltd), and Frame Technology (IPO).

More recently I have raised a kid in San Francisco, surfed all over the world and advised, mentored and coached dozens of startups.

## CONTACT

[joedunn@cloudbreak.com](mailto:joedunn@cloudbreak.com)

415 370 3875 

[linkedin.com/in/joeddunn](https://www.linkedin.com/in/joeddunn)



## WHO I AM

I'm a **leader, a mentor and coach** with over twenty years of experience in successful software startups.

I was a key early member of three startups that became successful public companies, and a fourth that was sold for \$250M+.



## WHAT I DO

I coach talented founders, executives and technical leaders.

My goal is for my clients to master the skills they need to **lead the building of great products, companies and cultures.**

I work on everything from the day to day mechanics of great management, to the fundamental personal patterns that need developing to drive the next level of leadership and success.



## WHY I DO IT

I love the moments when it all **clicks**. When leadership, teamwork and creativity come together to build something great. When people are working above the best they could imagine. When a vision suddenly becomes attainable.

I want to help you get there.



## WHAT I BRING TO MY CLIENTS

**Experience.** I have been through exponential growth, public offerings, soaring stock prices, downturns, initiated complete company pivots, shipped great products and built multiple organizations from scratch. Whatever the stage of your company, I've been there.

**A history** of developing great people. Members of my "alumni" have gone on to successful startups, and C-level and executive positions in some of the tech worlds' biggest companies.

**A deeper approach.** I have at times stepped away from the industry allowing me to take a broader view of leadership, drawing on Zen meditation, mindfulness, yoga, improv and surfing, in addition to core management and leadership fundamentals.