**PRASHANT C. FULORIA**

fuloria@gmail.com, (650) 799-4090

**OPERATING EXPERIENCE**

**Fundbox San Francisco, CA**

*CEO 2016 – Present*

Run high-growth fintech company provides embedded capital solutions for small businesses. Company has 200 employees across US and Israel, generated over $100M in revenue (2021), and was valued at over $1B in its Series D fundraise (2022).

**Yahoo Sunnyvale, CA**

*SVP Advertising Products 2015*

Joined Yahoo through acquisition of Flurry. Led over 1000 people across Engineering, PM, UX, and Product Marketing functions. Responsible for advertising products driving over $4B in annual revenue. Reported to CEO.

**Flurry San Francisco, CA***Chief Product Officer 2013 – 2014*

Ran Engineering and Product for world’s leading mobile analytics platform, with 2 billion monthly active devices and over $50M in annual revenue. Successfully integrated Flurry into Yahoo’s mobile initiatives after $300M acquisition.

**Mayfield Fund Menlo Park, CA**

*Executive-In-Residence 2012 – 2013*

Advised 50-year-old venture capital firm on startup investment opportunities in social media, mobile platforms, advertising technology, and education technology.

**Facebook Menlo Park, CA**

*Senior Director of Product Management 2009 – 2012*

Led product management for Facebook Ads, improving both user experience and advertiser ROI, while scaling annual revenue from less than $500M to over $2B. As founding CEO of Facebook Payments Inc., built global payment capabilities and launched Facebook Credits virtual currency for apps on Facebook Platform.

**Google Mountain View, CA**

*PM Director 2003 – 2009*

As early Ads PM, facilitated Google’s transition from Premium Sponsorships to AdWords. Helped Google prepare for IPO by making SOX-required changes to its advertising systems. Built Google’s global payment platform as first PM Director of Billing & Payments. Ran all Google’s products for APAC region.

**Closedloop Solutions Redwood City, CA**

*Senior Product Manager 1999 – 2003*

Very early member of startup providing web-based, distributed financial planning solutions. Played product management, presales, professional services, and customer support roles. Company acquired by Lawson Software.

**TEACHING EXPERIENCE**

**Stanford Graduate School of Business Stanford, CA**

*Lecturer 2012 – Present*

Taught course on Emerging Network-Based Consumer Internet Businesses. Deliver guest lectures for OIT (Operations, Information, and Technology) courses.

**Cornell Johnson Graduate School of Management Ithaca, NY**

*Lecturer 2016 – Present*

Teach MBA elective on Building Consumer Internet Businesses in Spring semester.

**University of California, Berkeley, Haas School of Business Berkeley, CA**

*Lecturer 2016 – Present*

Teach MBA elective on Building Consumer Internet Businesses in Fall semester.

**CONSULTING EXPERIENCE**

**Bidgely** **Mountain View, CA***Advisor 2019 – Present*

Advise CEO of tech company building consumer engagement platform for utilities.

**Patreon San Francisco, CA***Advisor 2015 – 2018*

Advised CEO of membership platform that helps artists and creators get paid.

**EDUCATION**

**Stanford University Stanford, CA**

*Ph.D. in Business 2000*

*Ph.D. Minor in Management Science & Engineering 2000*

*Master of Arts in Business Research 2000*

*Master of Science in Statistics 1998*

Dissertation research awarded by INFORMS (Institute for Operations Research and Management Sciences). Academic performance at Stanford Graduate School of Business recognized through Jaedicke Award. Granted Asia/Pacific Scholars Program Fellowship for academic and leadership achievement.

**Indian Institute of Technology (IIT), Delhi New Delhi, India**

*Bachelor of Technology in Chemical Engineering 1996*

Won President of India’s Gold Medal for best academic performance in Class of 1996 (out of 350+ students). Granted AT&T Asia-Pacific Leadership Award for demonstrated leadership potential and achievement. Ranked 32 out of 100,000+ students in all-India Joint Entrance Examination for IITs in 1992.