

Gregg M. Stein

Chief Executive Officer

Entrepreneurial, **purpose-driven** CEO, Board Member, Pro Drummer & Proud Dad with profitable growth from seed to > **\$500m** scale



Personal Info

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Skills

Growth Strategy & Acceleration

Brand Management

Hardware, Software, Platform

Product Development

Global Sales, Marketing &
Distribution

Business Process & Operations

P&L Management

Team Building

Sourcing & Manufacturing

Finance

Corporate Governance

Work Experience

2019 -
present

Chief Revenue Officer

POW Audio Inc.

- Established corporate go-to-market vision, mission and growth strategy
- Secured leading US, CAN and EMEA retail distribution partnerships
- Helped raise an additional > \$1.2 million in seed funding

2017 -
2019

Chief Revenue Officer & General Manager

Kano Computing Ltd.

- Grew global business from <\$8m to nearly \$30m in annual sales in 2 years
- Defined strategy and opened > 10,000 US, CND, UK and ANZ retail doors
- Secured placement at AMZ, APPL, BBY, WMT, TGT, MSFT, BN, & more
- Cemented 'creative computing' category & created #1 STEM product of '18
- Acquired \$28m Series B funding, partnerships with MSFT, Disney and WB
- Company recognized as Fast Company's 2019 most innovative companies

2014 -
2017

Head of Global Sales

ROLI Ltd.

- Commercialized company, delivered 10x growth resulting in \$27m Series B
- Expanded retail footprint from 0 to > 750 doors (incl. global APPL Stores)
- Grew direct e-commerce sales to >20% of the overall business

2012 -
2014

Chief Executive Officer

Libratone Inc.

- Doubled business, transformed to positive EBITDA in < 15 months
- Increased to > 500 retail doors including Apple retail and APR
- Sold the company and created a liquidity event for the business

2012 -
2013

Chief Strategist

The Loop Loft

- Drove sales and marketing strategy resulting in > \$1.2m annual SaaS sales
- Secured partnerships with Ableton, Presonus, Garageband and more

2011 -
2012

Vice President, Mass Marketing

Behringer / MUSIC Tribe

- Launched consumer division with > \$20m revenue in year 1
- Sourced 100+ OEM products in < 6 months
- Brought > 50 new products to market in < 1 year

2005 -
2011

Managing Director

InMusic Brands

- Ramped consumer division to #1 position with 70% EBITDA increase
- Developed and launched > 30 new CE products
- Re-organized underperforming EMEA division (Based in Dusseldorf, DE)

2000 -
2005

Product Marketing Manager

Avedis Zildjian Company



Education

2018	MIT Sloan School of Management Executive Education Creating High Velocity Organizations
2005	Harvard University Graduate Certificate of Special Studies in Administration & Management
2000	Berklee College of Music BA Business Management/Drumset Performance
2002	Boston University Certificate, Strategic Branding
1996	Manhattan School of Music Preparatory Division Certificate, Music Theory & Percussion Performance



Board Experience

2019 - present	Consumer Technology Association <i>Small Business Council Board Member</i>
2019 - present	Kano Computing <i>Advisory Board Member</i>
2017 - present	ZoomSpoon Inc. <i>Founder</i>
2016 - present	Soundbrenner <i>Board Member</i>



Awards

2019	CES Innovations Awards (company recognition 2013 - 2019)
2017	40 Under 40, Dealerscope Magazine
2012	40 Under 40, Dealerscope Magazine
2006	40 Under 40, Musical Merchandise Review