

HUGH MALKIN

Go-to-Market Strategy Leader

🌐 hughmalkin.com

✉️ hugh.malkin@gmail.com

☎️ (404) 993-4168

📍 Atlanta, GA

EXPERIENCE

Director of Business Development

Citilabs

📅 2017 - Ongoing

📍 Sacramento, CA

- Quadrupled year over year revenue by strengthening our relationship with the Citilabs' largest customer
- Expanded Citilabs' customer base to new verticals including smart city, AV, EV, shared mobility, mapping, advertising, insurance, and real estate by defining and iterating product market fit and way to market

Vice President Product, Labs

Time Out Group

📅 2014 - 2016

📍 London, UK

- Expanded Time Out's geographic reach from 40 to 108 cities by guiding a team to integrate and implement technology built by Hugacity and bring these new products to market
- Aided technology due diligence to complete an IPO raising \$130M at a \$282M valuation

Co-Founder, CEO

Hugacity

📅 2010 - 2014

📍 Atlanta, GA

- Secured investment to fund the development of the Hugacity platform which required the leadership team of engineers and designers
- Grew to 1M monthly visitors and formed multiple strong corporate partnerships by experimenting with multiple ways to market
- Maximized investor return by selling the company to the Time Out Group

Vice President of Business Development, Outdoor LED

Philips

📅 2010 - 2013

📍 Eindhoven, NL

- Developed the outdoor LED segment go-to-market strategy and re-positioned Philips from a supplier of lighting products to a provider of total solutions
- Tripled annual revenue by executing the strategy within recently acquired division

EDUCATION

M.B.A

Rotterdam School of Management, Erasmus University

📅 2008 - 2010

📍 Rotterdam, NL

B.S. in Mechanical Engineering

Georgia Institute of Technology

📅 2008 - 2010

📍 Atlanta, GA

PHILOSOPHY

"A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

MOST PROUD OF



Hugacity

Passion to follow an idea, inspire a team, and grow a business



Community Involvement

From directing technology for a nationally followed political campaign to creating a non-profit to support equitable mobility



Sharing Knowledge

Blogging about local events and mobility which has inspired others, including the developers of Facebook Local

STRENGTHS

Sales

Product

Partnership

Strategy

Industry

Personal

Leadership

Empathy

Long-term Mentality

PASSPORTS

🇺🇸 American

🇬🇧 British

🇨🇭 Swiss