

# About Us

Becoming an Approachable and Personable Company



**427**

**This is the number of  
views the Company  
page had this last  
month alone.**



# People Want to Know About You Guys





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# Fun Facts

About These Peeps

- 40% came straight from the Home page.



More

# Fun Facts

About These Peeps

- 40% came straight from the Home page.
- Average Time on Page



More

# Fun Facts

About These Peeps

- 40% came straight from the Home page.
- Average Time on Page



1:25

The fact is...

People do business  
with those they

**Know, Like**

**& Trust**





#2 fastest growing software company



#33 fastest growing company overall

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## Brian Halligan, CEO & Founder, on the HubSpot Vision



## More About HubSpot... Internet Marketing Company

### When/Who?

The founders of HubSpot® met at MIT in 2004. Both were interested in the transformative impacts of the internet on small businesses and were early students of Web 2.0 concepts. The discussions and early work were ongoing for two years and in June of 2006 the company was officially founded and funded. For more information about them, see our [management](#) page.

**BBB Rating:**  
**A**  
as of 9/20/2011

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[Dharmesh Shah, CTO](#)
[David Cancel, Chief Product Officer](#)
[Jonah Lopin, VP Customer Success](#)
[Arjun Moorthy, VP Business Development](#)
[Jim O'Neill, CIO](#)
[Mark Roberge, VP Sales](#)
[Yoav Shapira, VP Platform Strategy](#)
[David Stack, CFO](#)
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## HubSpot Management Team

The HubSpot management team is composed of industry experts. [Click here](#) to read more about the team.

### Founders:

- [Brian Halligan, CEO & Founder](#)
- [Dharmesh Shah, Chief Technology Officer](#)

### Management Team:

- [David Cancel, Chief Product Officer](#)
- [Jonah Lopin, VP Customer Success](#)
- [Arjun Moorthy, VP Business Development](#)
- [Jim O'Neill, Chief Information Officer](#)
- [Mark Roberge, VP Sales](#)
- [Yoav Shapira, VP Platform Strategy](#)
- [David Stack, CFO](#)
- [Mike Volpe, Chief Marketing Officer](#)

### HubSpot Management Team

#### Brian Halligan, CEO & Founder



Brian Halligan is CEO & Co-Founder of HubSpot, a marketing software company he co-founded five years ago to help businesses transform the way they market their products by "getting found" on the internet. Since its founding, HubSpot has already accumulated 5,000 customers. He is author of two books: *Marketing Lessons From the Grateful Dead* and *Inbound Marketing: Get Found Using Google, Social Media, and Blogs*, which is in its seventh printing, has sold 40k copies and has been translated into nine languages. Brian was named an Ernst & Young Entrepreneur Of The Year 2011 New England award recipient. He is also an [Entrepreneur-in-Residence at MIT](#). In his spare time, he sits on a few boards of directors, follows his beloved Red Sox, goes to the gym, and is learning to

play guitar.

#### Connect With Brian in Social Media:

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### HubSpot Management Team

#### Jonah Lopin, VP Customer Success



Before HubSpot, Jonah worked at Deloitte Consulting, eBay and UNICEF. As a strategy & operations consultant at [Deloitte](#), Jonah led projects for Fortune 500 clients in the Manufacturing, Consumer Business and Healthcare industries. At [eBay](#), Jonah worked in the Seller Development group on strategies related to international commerce and search marketing. While living in Beijing, Jonah worked for the director of [UNICEF's](#) health and nutrition program during the implementation and measurement of a portfolio strategy for humanitarian projects in China.

Jonah holds an MBA from the MIT Sloan School of Management, and a B.A. in Physics from [Cornell University](#).

#### Connect With Jonah in Social Media:

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## Networkfleet's® Management Team

### Thought Leaders in Telematics

Networkfleet's management team has the business and technical experience that develops and builds cutting-edge fleet management products and services.



**Keith Schneider**

*President and CEO*



Keith Schneider is President and CEO of Networkfleet. Schneider has extensive experience in leading and building businesses in the wireless industry. Before joining the Networkfleet team, he served as Vice President of Indirect Distribution for Sprint Nextel Communications.

While at Nextel, Schneider was responsible for the strategic direction and implementation of key programs and policies supporting Nextel's local and national third party indirect channels. Prior to this role, he served as the Area President of New England operations, a \$200M business where he had full profit and loss responsibility and managed sales and distribution, marketing, finance, operations, human resources, service and repair. Schneider began his Nextel career as a General Manager in Southern California, launching and building one of Nextel's first and largest markets.

Schneider is a graduate of California State University, Fullerton, with a Bachelor of Science in International Marketing and holds a Master of Arts in Management from John F. Kennedy University. He also participated in the Strategy Business Leadership Certificate program at Georgetown University's McDonough School of Business.



**Tamara Chamberlin**

*Vice President of Sales*



Tamara Chamberlin is the Vice President of Sales for Networkfleet. Chamberlin brings strong leadership in developing and executing an integrated channel strategy to the team from her extensive experience in leading and building indirect distribution in the wireless industry. She is responsible for the growth and overall success of the sales team.

Before joining Networkfleet, Chamberlin served as the West Region General Manager for Clearwire, a Craig McCaw wireless Internet start up. Prior to Clearwire, she served in director level roles for almost all distribution channels at Sprint Nextel, where she managed channels at the field, market, and region levels.





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