

Introduction

Proven track record leading product teams to move fast, and ship awesomeness

For the last 21 years, I have been a leader of product management and development teams. Together, we identified and solved customer problems to create products that earned 4.8+ star app store ratings, J.D. Powers awards, Consumer Reports Best in Category, a Shorty, an Emmy, Popular Science's Best Innovation award, and hundreds of patents.

These subscription, transactional, and ad-supported products drove hypergrowth for startups inside established companies, creating billions of dollars in revenue for companies like Verizon and Discovery.

Profile

The expertise and experience to build teams, processes, and products that drive outsized business results

- 25 years of product management and development experience
- [Servant leader](#) as a player and a coach, managing teams of 5 to 250 product managers, designers, UX researchers, data scientists, project managers, and/or software engineers
- Strategist and operator in global companies with 50 to 200,000 employees
- Product leader at startup and growth-stage businesses that grew to hundreds of millions in annual revenue with one growing to \$8B
- Recruiting, hiring, and developing product management and development people with 150 hires in NYC and 100 in Bangalore from 2018 to 2019
- P&L management, business case modeling, and forecasting with annual budgets ranging from \$5M to \$200M
- Data-driven [product management and software development](#) lifecycle processes in matrix organizations, enabling over 50% YoY product-led growth
- Development and operation of content management, media delivery, advertising, marketing, e-commerce, authentication / authorization, frontend apps, QA automation, and data engineering / science technologies
- M&A diligence and integration leader for \$10M to \$15B transactions
- Increasing enterprise value through the development of [patented software IP](#)

Case Studies [\[see all\]](#)

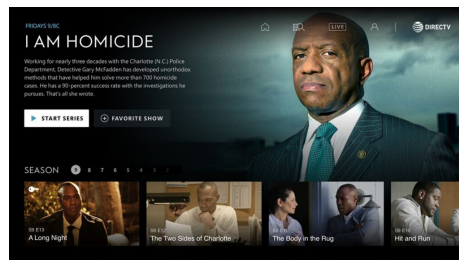
Operational excellence to deliver the targeted outcomes from product investments



[Growing audience](#)

Exploration of location as a more effective content discovery approach than standard carousel and grid design patterns to reduce bounce rate.

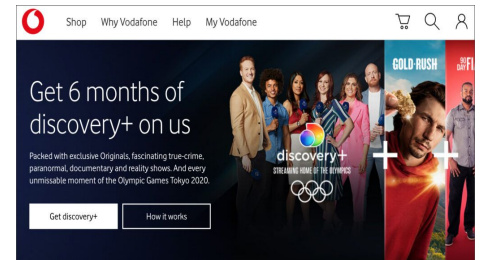
[\[see more\]](#)



[Increasing engagement](#)

Connected TV app purpose-built for the needs of Investigation Discovery viewers to lift total viewing time with a low friction video-first experience.

[\[see more\]](#)



[Accelerating acquisition](#)

Automated identity federation, entitlements, and payments / billing solution enabling partners to sell Discovery+ to their consumers. [\[see more\]](#)

Joe Ambeault

Serial intrapreneur with a proven track record of leading product managers, designers, and engineers to move fast, and ship awesomeness.

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Experience

Brightspeed, Charlotte, NC

Vice President, Product

Nov 2021 - Current

- Lead product management and business development for a startup fiber broadband provider that acquired assets from Lumen
- Core contributor for a debt offering, backed by Apollo Capital, that is raising over \$7B in capital
- Led the definition and delivery of a new API-first, cloud native tech stack to replace 800+ conveyed applications in 10 months
- Launched new fiber products less than 6 months after the company began operating while stabilizing conveyed products

Codecademy, New York, NY

Vice President, Product

Jun 2020 - Jul 2021

- Led product, design, UX research, data science, and community departments consisting of 39 employees
- Grew 1Q21 revenue 52% YoY with e.commerce optimizations, tech quality improvements, and new features

Discovery, New York, NY

Senior Vice President, Product and Technology

Apr 2017 - May 2020

- Responsible for GO products with 100% YoY growth that provided the majority of the corporation's ad revenue growth
- Led a global team of product managers, designers, and engineers that grew from 23 to 164, plus 90 insourced engineers
- Delivered and operated consumer experiences with over 100K videos across 11 CE devices for 18 content brands
- Implemented product improvements and supported marketing initiatives to grow daily hours viewed from 0.2M to 3.1M
- Justified and delivered global partner integration services, creating the largest sales channel for Discovery+ subscriptions
- Led global product and development workstream for The Enthusiast Network and Scripps acquisitions and integrations

Verizon Communications, New York, NY

Executive Director, Consumer Video Product Management

Oct 2014 - Mar 2017

- Responsible for FiOS TV and GO90 products that secured commitments of over \$80M during the 2015 up-fronts
- Led a global team of 50 product managers, designers, and usability researchers
- Co-inventor for 2 digital media discovery and delivery patents that were granted by USPTO in 2016
- Led the acquisition and integration of Vessel's technology and product development staff to accelerate GO90 growth

Chief Product Officer, Redbox Instant by Verizon

Jun 2011 - Sep 2014

- P&L owner for a subscription video on demand joint venture that acquired 0.5M OTT subscribers in under 2 years
- Led a global team of 120 product managers, engineers, designers, and usability researchers
- Rationalized offers using analytics with predictive modeling to increase engagement by 17% and reduce churn by 13%, accelerating positive value contribution from subscribers by 4 months

Director, Consumer Video Product Management

Oct 2005 - May 2011

- Responsible for FiOS TV and VCAST Videos products that grew from \$0 to over \$8B in revenues
- Led a global team of 35 product managers and analysts
- Delivered the pay TV industry's highest ARPU of \$103 while reducing costs by over \$100M annually
- Popular Science Best Innovation (2007), Consumer Reports (2007-2012), and J.D. Powers (2008-2012) awards

SeaChange International, Acton, MA

Director, Broadband Systems Product Management

Feb 2000 - Sep 2005

- Managed Emmy award-winning VOD and advertising products for global markets, generating \$120M in annual revenue

Product Manager, Advertising Systems

Jun 1999 - Jan 2000

Bank of Tokyo-Mitsubishi Capital Corporation, Boston, MA

Network Manager

Oct 1997 - May 1999

Education

Brandeis University, Waltham, MA

Bachelors of Art

May 1998