

Board Member, GTM

Foster City, CA

Investors: GGV Capital, Firm X, Firm Y

THE COMPANY

Medical practices face an unprecedented degree of change and uncertainty, and most have yet to benefit from the cloud. Company X's cloud-based suite of clinical and financial applications helps medical practices improve operations and deliver better care. This way, medical practices can rapidly adapt to change, ensuring their ongoing viability and success. Today, Company X serves over 15,000 doctors with its award winning solutions, generates tens of millions in annual revenue, and has grown over 600% in the past three years. In the past month, the company closed a new \$28 million round of growth capital and was named one of America's Top 100 Most Promising Companies by Forbes magazine.

PROFESSIONAL QUALIFICATIONS

- Proven Experience as a CEO or broad business leader
- Track record of creating significant shareholder value
- Expertise in SMB/Consumer Go to Market at scale
- Growth stage experience (\$20-100m+ revenue)
- SaaS experience is a plus

PERSONAL CHARACTERISTICS

- Strong chemistry with existing board
- Highest ethical standards
- Commitment to direct and candid communication
- Desire to add value as a board member