

# Our Team



# Our Board of Directors



**John Giannuzzi**  
*Chairman of the Board*



**Paul Guyardo**  
*President & CEO*



**Michael Martin**  
*Managing Director,  
Warburg Pincus*



**Jeff Stein**  
*Managing Director,  
Warburg Pincus*



**Michael Dimitrief**  
*Vice President,  
Warburg Pincus*



**Ben Lerer**  
*CEO, Group Nine Media*



**Pamela Puryear**  
*Board Member*

# Our C-Suite Leadership



**Paul Guyardo**  
*President & CEO*



**Malvina Iannone**  
*General Counsel*



**Darryl Catts**  
*Chief Information Officer*



**Akash Gupta**  
*Chief Strategy &  
Analytics Officer*



**David Zollenberg**  
*Chief Financial Officer*



**Karen Leever**  
*Chief Operating Officer*



**Samantha McKinnon**  
*Chief Experience Officer*



**Braden Davis**  
*Chief Insurance Officer*



# Paul Guyardo

*President & CEO*

Paul Guyardo is currently the President & CEO of Fetch by The Dodo -- a Warburg Pincus portfolio company. With ultimate responsibility for generating revenue and profit, Guyardo has successfully overseen sales, marketing, strategy, analytics and operations for multi-billion dollar corporations.

Prior to Fetch, Guyardo served as:

- **Chief Commercial Officer of Discovery Communications** – increasing Discovery’s Eurosport Player from 250,000 to 1 million subscribers within a year, introducing nine TV streaming apps that are now viewed over 1 billion minutes per month and leading Discovery’s significant investment in Group Nine Media.
- **Chief Revenue & Marketing Officer of DIRECTV** – growing subscribers from 15 million to 20 million, increasing revenue from \$12 billion to \$25 billion, and developing award-winning advertising that garnered 12 Cannes Lions.
- **Executive Vice President of Television & Marketing at HSN** – growing revenue by nearly 50 percent.

Guyardo served on the board of Nutrisystem from 2012 to 2019 (until the company was acquired by Tivity Health.) He currently serves on the Board of Advisors for the School of Communication at Northwestern University – where he received a B.S. in Radio/TV/Film and his Masters in Advertising.



# Malvina Iannone

## *General Counsel*

Malvina Iannone is an accomplished leader and trusted legal advisor with corporate governance, M&A, commercial, compliance, operational, regulatory, HR and labor & employment experience. She provides legal advice and counsel to directors & officers, senior executives and other senior-level employees, in addition to shaping human resource strategies and organizational management frameworks.

Malvina has a proven reputation for guiding and supporting business strategies and client-focused solutions to improve margins. She is experienced in managing corporate boards, leading regulatory compliance, executing complex commercial transactions and implementing human capital enterprise strategies. She has been recognized for transforming global processes and operating systems to drive growth and productivity. Her industry experience includes financial services, insurance, real estate, aviation, healthcare, transportation, energy and tech. Prior to working at Fetch, Malvina was the General Counsel at Arbor Realty Trust, a public mortgage REIT, and before that she held various General Counsel and leadership positions at General Electric Company. She started her career at White & Case, an international law firm, specializing in Mergers & Acquisitions and Securities practice. Malvina serves on the Board of Governors of Touro Law School.



## **Braden Davis**

*Chief Insurance Officer*

Braden Davis is the Chief Insurance Officer of Fetch by The Dodo. In this role, he oversees a broad range of insurance/MGA activities, including product and portfolio strategy, carrier/capacity relations, and underwriting.

Previously, Braden was the Chief Insurance Officer of Huckleberry, a leading insurtech focused on Small Commercial risks. In this role, he oversaw the full scope of insurance/MGA activities, bringing additional carrier relationships to the platform, and building out Huckleberry's proprietary E&S offerings.

Prior to Huckleberry, Braden was the Chief Insurance Officer and first employee at Jetty, a leading insurtech focused on improving rental living. At Jetty, he was responsible for establishing and building out the full scope of insurance activities, including product introductions, capacity agreements, underwriting and policy administration tools, and claims handling capabilities. Braden also oversaw Jetty's multi-channel customer and property manager support activities.

Prior to joining Jetty, Braden was a member of the Executive Management Board and held several leadership roles at QBE North America, including Head of Strategy and Head of Business Transformation for Standard P&C. During his tenure, Braden led initiatives that transformed QBE North America's operating model, launched QBE into Specialty Lines and E&S, and consolidated QBE's global Reinsurance operations.

Prior to joining QBE, Braden was with McKinsey & Company, where he was responsible for several engagements with leading companies in the financial services industry, with a particular focus on Property/Casualty insurance. He received his MBA from the UC Berkeley Haas School of Business.



# Darryl Catts

*Chief Information Officer*

Darryl Catts is a highly accomplished global insurance executive driven by the opportunity and challenge of digitally transforming organizations. He thrives in dynamic, fluid environments, applying a pragmatic approach to complex problems while focusing on contributions that can have a material impact on the organization's growth and bottom-line profits."

Catts possesses a unique blend of technical and business domain expertise which aid in the formulation of industry leading strategies, solutions and delivery models. He is a results oriented, hands-on, decisive leader with the ability to motivate and empower global teams to embrace an aspirational vision while delivering exceptional results. He enjoys and excels working in a company that embraces innovation, empowers individual/team contributions and desires to digitally transform its culture, operational models and technical platforms. Catts builds strong relationships, within and outside of the organization, while leading and growing business/IT teams to achieve a very high level of teamwork, innovation and execution excellence.

When away from work, he enjoys spending time with his wife and three daughters, watching them coach/play lacrosse, engaging in some exercise/sports himself, and getting together with friends.



# Akash Gupta

*Chief Strategy & Analytics Officer*

Akash Gupta is an experienced Strategy, Insights, Analytics, and Data Engineering leader in the media and direct to consumer (DTC) industry. He successfully launched DTC subscription business, discovery+, in the US and drove hyper-growth for existing video streaming digital business by leading data-driven strategy. Gupta built and executed the vision for the data function to drive growth and improve the customer experience for a DTC digital business.

Akash Gupta loves dealing with complex issues with a penchant for problem-solving, building and leading mid-size teams with a leadership style of supporting and empowering team members. He is an advisor to C-Suite executives in helping them make critical strategic decisions by providing them objective data-driven inputs and recommendations. His core values include collaboration, being results-driven, and having a growth mindset.

Gupta is skilled in Corporate Finance, Capital Markets and M&A. He received his MBA from The University of Chicago – Booth School of Business. He also has an engineering background with MS and 5+ years of software engineering experience.



# David Zollenberg

*Chief Financial Officer*

David Zollenberg is an energetic senior financial executive with more than 20 years of experience and a unique blend of expertise leading finance, analytics, strategy development, and operational improvement across multiple functional and product areas. Zollenberg is adept at installing operational and financial discipline coupled with business intelligence capabilities to enable sound decision making, optimal capital allocation, accurate forecasting, and performance transparency. He is a concept-to-execution driver of large scale strategic transformations that deliver significantly improved performance.

David Zollenberg serves as a catalyst for positive change through forging strong relationships with strategic partners, building consensus, and establishing organization-wide synergy between goals, objectives, metrics, and compensation.



## **Karen Leever**

*Chief Operations Officer*

Karen Leever serves as the Chief Operating Officer of Fetch by The Dodo, a role she's held since January 2022. Her role gives her responsibility for brand strategy, communications, product management and design.

Prior to joining Fetch by the Dodo, Leever served as President, US Digital Products and Marketing, for Discovery Communications, where she led digital product design and development, including the launch of a suite of 18 TV Everywhere apps and the new streaming product, discovery+, which quickly attracted millions of subscribers. Before Discovery, Karen spent ten years at DIRECTV, serving most recently as Senior Vice President, Digital and Direct Sales. She led UX design, content strategy and production across all digital platforms, including web, mobile and apps. Earlier in her career, Karen led the planning, launch, marketing and operations for an all-new kmart.com and also spent more than a decade in TV retailing at HSN and QVC.



# Samantha McKinnon

*Chief Experience Officer*

Samantha McKinnon is a senior executive with more than 15 years in marketing and brand strategy. She is skilled in developing and executing dynamic, results-oriented marketing strategies for companies of all stages, from startups to Fortune 100. McKinnon's experience includes managing cross-functional teams for brand positioning, marketing communications, creative, and analytics.

Sam is also a founding member of Build Like a Woman, a program that provides women with the tools and mentorship they need to launch a business and get funding.

**Thank You**

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