

Brooke Van Dusen

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EXECUTIVE SUMMARY

13+ years of experience in strategic partnership & production roles at high growth video game companies.

- VP Developer Platform (3 direct reports, 10 indirect, 100+ contractors)
- VP Business Development (7 direct reports, 35 indirect across 3 offices)
- Director of Partnerships (4 direct reports, 9 indirect)

Oooh, Inc.

Los Angeles, CA / Remote

Oooh is a Series A social video startup that raised \$20M+ from Khosla Ventures and other investors.

Vice President of Developer Platform / Head of Production

January 2020 – May 2023

Hired to build the Oooh Engine: a developer platform for external studios to build video-based applications on Oooh.

- Lead development of 100+ “ooohs” - mobile HTML5 applications including casual games, AR challenges and more.
- Used production requirements to shape the Oooh Engine product offerings & overall developer experience.

Xsolla, Inc.

Los Angeles, CA

Xsolla is the leading payment & technology infrastructure solution for the video games industry with over 2000 clients.

Vice President of Business Development

May 2018 – January 2020

Recruited to assist in Xsolla’s strategic repositioning from a basic payment solution to a suite of tools and services.

- Hired as a consultant, but quickly converted to FT to lead Publishing Solutions sales, marketing and product strategy.
- Later promoted to run Xsolla’s sales organization. Increased overall deal flow by 70% year over year.

Outpost Games, Inc.

San Francisco, CA

Outpost Games was a Series B video game startup that raised \$19M from Benchmark Capital, Time Warner, and Virgin.

Director of Marketing / Partnerships

May 2017 – March 2018

Hired to develop and execute the go-to-market strategy for SOS - a PC multiplayer Battle Royale.

- Established community, marketing, and support functions from the ground up. Top 5 new PC release at launch.

Twitch Interactive, Inc. / Amazon.com, Inc.

San Francisco, CA

Twitch is the leading social video service and community for gamers. Twitch was acquired by Amazon in Q3 2014.

Director of Game Developer Success

January 2016 – April 2017

Founding member of Twitch’s Developer Success team, leading game studio partnerships.

- Evangelized and supported the development of innovative “Built for Twitch” games.

Director of Business Development

April 2012 - January 2016

Responsible for strategic corporate partnerships at Twitch.

- Dozens of impactful deals, including distribution agreements, new revenue streams, foreign media representation, etc.

Recruiter

April 2011 – April 2012

First recruiter for Justin.tv, which later launched Twitch. Numerous key hires, scaling headcount from 20 to 60.

EDUCATION & TRAINING

BA (Honors) in Communications of Science & Technology, and Physics Vanderbilt University, Nashville, TN