



Jeffrey Glass

Biography

As a Managing Director at Bain Capital Ventures, Jeff focuses on wireless, digital media and consumer marketing technologies. He has led investments for the firm in LinkedIn, Targetspot, ScoreBig and BlipNetworks. He also serves as a board member of a number of companies and industry associations including; Loc-Aid, Bzz Agent, the Massachusetts Innovation and Technology Exchange (MITX), and the Mobile Marketing Association (MMA).

Prior to joining Bain Capital, Jeff was co-founder, President & CEO of m-Qube, Inc., a Bain Capital Ventures portfolio company acquired by VeriSign Inc. He led the company from start-up to becoming the leader in the North American marketplace for the management, delivery and billing of mobile content and applications. The company was named in 2005 by the Boston Business Journal as the fastest growing business in New England. Jeff was voted Ernst & Young Entrepreneur of the Year in New England and his business success and contributions to non-profits were recognized when he was named to the BBJ's "40 under 40" list.

Jeff also held positions as Founder and President of Transactive Solutions/ Zooba, a consumer internet content and marketing company that was acquired by Bertelsmann. He was Chief Operating Officer of Travelers/NETPlus, a direct marketing and sales business in the financial services sector and spent a couple of years as a strategy consultant with the Boston Consulting Group where he focused on multimedia and convergence technologies. Jeff received an M.B.A from Harvard Business School and a B.A. in Economics and Political Science from Amherst College.

Jeff's entrepreneurial experience started before college when he learned to sell office furniture to corporations as a commission salesman cold calling NYC corporations. He then started a direct marketing business while attending Amherst College that expanded across several other campuses. He later co-founded a second college marketing business shortly after graduation.

He is active in fundraising for a number of non-for-profits organizations including the Brain Tumor Society, Amherst College and the Mobile Giving Foundation, a non-profit where Jeff was a Founding Board Member.

Jeff has spoken on numerous occasions on the state of wireless, the impact of digital advertising on traditional media and entrepreneurship more broadly. As a "recovering" entrepreneur Jeff enjoys helping young entrepreneurs to get started and established CEOs think about the challenges of maintaining growth. Jeff lives in the Boston area with his wife Amy and has three children.