




J. ECKERT

Business Development & Operations Executive

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EXECUTIVE SUMMARY

Business Development and Operations executive with 19+ years game development experience and 10 years of scaling companies from 10 to 100+ employees. Proven track record building developer relations programs, partnership ecosystems, and operational frameworks that drive growth and player engagement. Expert in strategic partnerships, production, and live operations with deep gaming industry relationships.

CORE COMPETENCIES

Leadership & Strategy: Business Operations | Team Building | Strategic Partnerships | Business Development | Ecosystem Development | Public Speaking | Board Advisory

Technical Operations: Developer Relations | Live Operations | Anti-Cheat Solutions | First-Party Console Certification | IT Operations

Industries: Gaming | Interactive Streaming | SaaS | Blockchain/Crypto | Esports

PROFESSIONAL EXPERIENCE

ZERO IT LAB

Business Development Manager | *Mar 2024 - Present (Part-time)*

- Drive North American market expansion for leading anti-cheat SaaS platform serving two dozen major game studios covering AAA and AA games with over 5m+ worth of unique player installs

- Manage day-to-day relationships with both AAA and indie gaming clients
- Evangelized anti-cheat solutions resulting in 30% increase in NA market penetration

XSOLLA

Program Director and Executive Advisor, Xsolla Funding | *Mar 2024 - Feb 2025*

- Advised 25+ indie game studios in accelerator program, providing weekly strategic guidance to founders
- Served on advisory board for directly funded game studios, overseeing investment decisions
- Hosted Rapid Rounds investor/publisher speed pitch program, facilitating \$2M+ in funding connections

CHIA NETWORK

Vice President of Ecosystem Operations and Partnerships | *May 2021 - Oct 2023*

- Built developer relations and support teams from 0 to 20 employees within 6 months
- Managed \$2M+ in grant funding distribution and milestone delivery for external developer projects by ecosystem leaders
- Led operational scaling initiatives during 300% company growth (20 to 80 employees in 1 year)
- Established data-driven resourcing frameworks and operational best practices adopted company-wide
- Contributed to pre-IPO preparation including regulatory compliance and policy overhaul
- Directly lead a 28 person vertical covering Developer Relations, Community, Operations, and Special Projects

GENVID TECHNOLOGIES

General Manager, US Office & Director of Partnerships and Operations | *May 2018 - May 2021*

- Established partnerships organization from ground up, building 8-person BD team across 3 continents
- Secured strategic partnerships with leading game studios, esports operators, and platform partners
- Executed 3 CS:GO Major broadcast partnerships with Facelt, ESL, and Twitch
- Scaled US operations from 2 to 60 employees within 12 months and into 100+ over the next 2 years
- Built a top-tier live operations team, sourcing senior talent from AAA game studios
- Managed US office expansions throughout SoCal and NYC, and served as company

spokesperson at events such as GDC, PAX Dev, and DICE

RIOT GAMES

Director, Developer Relations/3rd Party Ecosystem | *Feb 2014 - May 2018*

- Created an industry-leading DevRel program from scratch
- Transformed company culture from "walled garden" to "build with community" approach
- Launched developer challenges and hackathons engaging 1000+ community developers on an annual basis
- Managed strategic partnerships with Twitch, Curse, and other industry platforms
- Created bounty program leveraging community developers for high-value player features and game security improvement
- Key contributor to projects leading to multiple acquisitions and strategic investments

HONORED, INC.

Co-Founder & CEO | *Oct 2012 - Jan 2014*

- Founded gaming-focused social platform startup with 12-person team
- Secured partnerships with major game publishers for collectible rewards program
- Led product design and business strategy for revolutionary gaming social platform
- Learned, the hard way, what it means to found, fund, and launch a gaming startup from scratch

ELECTRONIC ARTS

First-Party Relations Manager / DevRel Manager / Operations Manager | *Oct 2007 - Apr 2012*

- Managed developer relations for internal business partners utilizing EA Online SDKs
- Led compliance team for 15+ titles with 100% first-pass certification rate for Xbox and PlayStation
- Managed legal and publishing review processes for all PC and Xbox 360 titles in North America
- Planned and executed 500-node server infrastructure buildout
- Served as Operations Manager for EA San Francisco and EA Atlanta studios

SCI (ACQUIRED BY ELECTRONIC ARTS)

Operations Manager | *Jun 2006 - Sep 2007*

- Configured and maintained hundreds of game servers across multiple data centers
- Developed and deployed DevOps systems for on-demand dedicated server deployment

- Managed community support and social media integration
- Implemented system-wide spam and abuse mitigation

ASUS

Customer Service Engineer | *Jun 2005 - Jun 2006*

- Senior technical support specialist for video card product line
 - Managed VIP reseller support desk for enterprise partners
 - Provided Tier 3 support for motherboards and laptop products
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BOARD & ADVISORY ROLES

Treasurer and Board Officer | *Las Vegas Hackerspace/Makerspace* | *2018 - Present*

- Treasurer and Governing board member for a 501(c)(3) non-profit operating a public makerspace/hackerspace facility in Las Vegas

Advisory Board Member | *Cave Bear Studio* | *March 2024- Present*

- Advisor to Cave Bear, assisting an up and coming studio founded by fresh faces to the industry with the successful launch of their title, *Plantasia*

Advisory Board Member | *Stealth Startup* | *October 2023- Present*

- Advisor to a stealth gaming startup, building an AI-enhanced, narrative based RPG platform game
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KEY ACHIEVEMENTS

- Built 4 developer relations programs from scratch across gaming and blockchain industries
- Scaled teams from 0-20+ employees multiple times with under budget and on target with timelines and KPI expectations
- Managed \$2M+ in developer funding grants
- Achieved 100% first-pass console certification rate across 15+ game titles
- Successfully guided 5 startups through 10x growth phases