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Ilya Druzhnikov

building great teams, one perfect fit at a time

San Francisco Bay Area · 500+ connections · [Contact info](#)

Exit Reality VR



Stanford University

About

Ilya has founded two successful companies which led their segment (Panop in web personalization - acquired, and ConnectAndSell in sales acceleration - in growth stage). Between stints as a founder, he is an early stage investor in over 20 B2B companies ranging from genetics and bioinformatics to IoT and foodtech.



We exist to deliver the
ultimate VR experience.

Articles & activity

1,692 followers

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momentum.partners****Ilya Druzhnikov**
Published on LinkedIn

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by Charlie Fink - There's something...**

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Experience

Exit Reality VR

2 yrs 8 mos



Co-founder, CEO

Jul 2018 – Present · 1 yr 2 mos
San Francisco Bay Area

Co-founder

Jan 2017 – Present · 2 yrs 8 mos
San Francisco Bay Area



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ConnectAndSell, Inc

Dec 2004 – Dec 2010 · 6 yrs 1 mo

Together with my cofounder Andrei Stoica, we invented a technology that made B2B sales teams several times more efficient. We persuaded Bob Cohen and Girts Graudins to lead the technical team and proceeded to found the company that created the Sales Acceleration space. Today, serving thousands of blue chip clients and facilitating millions of con... See more

Founder

Panop.com

Dec 1997 – Apr 2000 · 2 yrs 5 mos

Palo Alto, CA

Founded and helped grow Panop.com from inception as an early product recommendation system to a mature targeted advertising platform, acquired by Broadbase for over 100MM.

Education**Stanford University**

1990 – 1994

Skills & Endorsements**Start-ups** · 58

Endorsed by Na'ama Moran and 10 others who are highly skilled at this

Endorsed by 2 of Ilya's colleagues at Exit Reality VR

SaaS · 43

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Endorsed by 6 of Ilya's colleagues at ConnectAndSell, Inc

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