

# Reid Hoffman

PARTNER // GREYLOCK

Reid builds networks to grow iconic global businesses, as an entrepreneur and as an investor.

Reid is a Silicon Valley stalwart in the modern technology world. An accomplished entrepreneur and executive, he played an integral role in building many of today's leading consumer technology businesses, including LinkedIn and PayPal. As an investor, he has been instrumental in the success of iconic companies such as Facebook and Airbnb and has helped fast-growing startups like Aurora and Convoy get to scale.

Reid joined Greylock in 2009 and focuses on early-stage investing in products that can reach hundreds of millions of participants. His unique understanding of consumer behavior and a clear-eyed ability to guide startups from inception through ramped-up "blitzscaling" has made him one of the most sought-after advisors, partners, and investors today. Reid was a board observer for Airbnb and currently serves as a board director for Aurora, Blockstream, Coda, Convoy, Entrepreneur First, Joby Aviation, Microsoft, Nauto, and a few early-stage companies still in stealth.

Reid's core focus is on businesses with network effects. In 2003, he co-founded LinkedIn, the world's largest professional network that today has more than 700 million members and a diversified revenue model that includes subscriptions, advertising, and software licensing. Before LinkedIn, Reid served as executive vice president at PayPal, where he was a founding board member and responsible for all of the company's external relationships.

His foundational thesis of the power of networks extends beyond marketplaces and social ecosystems. Recently, it has led to his investments in sectors including autonomous transportation, cryptocurrency, and shipping logistics.

Reid is a frequent public speaker, known for his approachability and skill at explaining complex topics with lucidity. He is the co-author of [Blitzscaling](#) and two New York Times best-selling books: [The Start-up of You](#) and [The Alliance](#) and [Masters of Scale](#). He also hosts the podcast [Masters of Scale](#).

A California native, Reid spent most of his life in the Bay Area. He earned a B.S. with distinction in symbolic systems from Stanford University and then earned a master's degree in philosophy from Oxford University. He has honorary doctorate degrees from Babson University and the University of Oulu.

Beyond startups and technology, Reid has a wide range of interests, including politics, board games, science fiction, philosophy, and philanthropy. He serves on several not-for-profit boards, including Kiva, Endeavor, CZI Biohub, the Berggruen Institute, New America, the Stanford Institute for Human-Centered AI, and the MacArthur Foundation's Lever for Change. Reid has received various awards for his philanthropic work, including an honorary CBE from the Queen of England and the Salute to Greatness Award from the Martin Luther King Center.

## CURRENT INVESTMENTS

- Aurora
- Blockstream
- Coda
- Convoy
- Entrepreneur First
- Nauto
- Tome
- Xapo

## PREVIOUS INVESTMENTS

- Airbnb (IPO 2020)
- Coupons.com (IPO 2014)
- Neeva (acquired by Snowflake)
- Edmodo (Acquired by NetDragon in 2017)
- Shopkick (Acquired by SK Telecom in 2014)
- TrialPay (Acquired by Visa in 2015)
- Viki (Acquired by Rakuten in 2013)