Cloud Giants: Meeting Daniel Dines, co-founder and CEO at UiPath

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Bessemer Venture Partners
Global venture group

On Cloud Giants, a podcast brought to you by Bessemer Venture Partners (BVP), Byron Deeter interviews entrepreneurs, founders, and great leaders who have built world-changing cloud companies.

In this episode, Byron talks to Daniel Dines, the co-Founder and CEO at UiPath, a global software company for robotic process automation founded in Romania.

Listeners will hear about:

- Daniel's upbringing in Romania.
- After 1990, when communism fell there was a massive entrepreneurship and transition occurring all around.
- Daniel's experience in working for Microsoft, how he ultimately left and went back to Romania to begin the series of steps that led to the founding of UiPath.
- How UiPath certainly did not start in a straight line, focusing on Robotic process automation (RPA) the entire time.
- How Daniel approached sales. There was a plan in place to possibly use engineers over the internet to directly show users how to do different things and extract value from the product. Daniel saw the value in evolving the sales process in a way that fit what was needed in UiPath's evolution at each particular time.

Listen to the full recording:

The full Cloud Giants Podcast Series from Bessemer Venture Partners is accessible here:

https://www.bvp.com/atlas/cloud-giants

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