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Daniel Vidal

Age: 28

Employer: Expensify

Title: Head of Business Development

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no idea how to label or structure our relationships and goals with, who were also not direct customers. From this, my role evolved into developing a strategy around partnerships, launching a world class accounting channel, ExpensifyApproved!, building amazing partnerships with CPA.com, Intuit, Xero, NetSuite, Bill.com, Apple, etc., and of course, growing out an actual team that could handle the volume and opportunities.

In particular, watching the ExpensifyApproved! Program grow has been a career highlight. ExpensifyApproved! started with a few champions who loved Expensify and has grown to include the world's largest accounting firms. I never thought I'd get to have such an impact on so many people, and we're just getting started.

I really enjoy helping people find and adopt new technologies, whether that be with apps, accounting technologies, or my latest obsession in cryptocurrencies. Because of my role at Expensify, I've been able to combine this passion with direct community impact by leading conversations and efforts with educating accountants on adopting best of breed apps that help move their firms forward and stay competitive. One of the ways we've done this is by building partnerships with other like-minded technology companies to simplify the process of finding and surfacing tools. My vision is to build an ecosystem of streamlined, connected tools that will transform how accounting firms and businesses do business.

Favorite influencer(s) (authors, bloggers, mentors, speakers, etc.)

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