

Position: Product Leader

Location: Santa Clara, California

Relocate: Yes No Possibly



CID#: 222281

EXECUTIVE CANDIDATE PROFILE

An experienced leader and business owner who demonstrates both the business acumen and technical expertise to achieve results in developing strategic alliances and executing product marketing initiatives. With a solid understanding of business operations, process improvement, and team building/leadership; cultivates, manages, and strengthens partnerships with a customer-centric mindset to grow revenues and profits.

Served in various capacities as a business owner, Director of Business Development, Director of Technology & Product Marketing, Product Manager, and solutions architect. With a wealth of relevant experiences in a wide array of start-up and innovative environments, cultures and geographies has applied solid knowledge in the technology and marketing fields to achieve results.

Specialties:

Cloud Computing

DevOps. Incubation

Technical Marketing

Technology Alliances

Software Architecture

Team Building

Product Management

Public Speaking

Coaching

■ Recognition / Achievements

- *Created a technology alliance program that generated \$8M in annual recurring revenue in pipeline creation*
- *Managed technology alliance program that enabled strategic partnerships with top cloud providers such as AWS and Microsoft as well as significant collaboration with key players in the DevOps space*
- *In the capacity of company founder; grew, marketed and motivated high-performing teams*
- *Holds two commercial patents*
- *Writer of over a dozen publications*

■ Education / Designations

- *MS in Telecommunications*
- *MS in Information/Communication Technology*