

PRODUCT MANAGEMENT EXECUTIVE

- Product strategy/vision
- Roadmaps/requirements
- Life-cycle management
- Customer interaction/evangelism
- Cross-functional leadership
- Managing global teams

SUMMARY

Proven Expertise:

- Hands-on technical leader with 25+ years' experience at Sun, Nortel, Aspect, and 3 start-ups
- Drove product strategy, roadmaps, competitive analysis, requirements, lifecycles for 9+ years
- Defined/delivered enterprise software platforms/applications over 11+ years
- Interacted closely with enterprise and service provider customers and partners
- Build and managed global high achieving product management and delivery teams
- Streamlined and implemented iterative SDLC processes; good knowledge of Scrum

Domains:

- Cloud infrastructure
- Service/enterprise management
- Networking services
- Mobile location services
- End to end management
- Enterprise data analytics

Technologies:

- SaaS, PaaS, IaaS
- Network protocols, SDN
- Mgmt protocols, FCAPS
- User experience
- RDBMS, Big Data
- Scalable web applications

SOME KEY ACCOMPLISHMENTS

- Drove 10x growth to \$60m+ in new product revenue stream within 18 months by conceptualizing and delivering new end-user application for the global surveillance market. The application enabled location tracking of target mobiles and powerful location analytics.
- Achieved over 50% reduction in field reported issues by guiding the Polaris engineering team to adopt optimized development and quality processes across the entire product delivery lifecycle.
- Enabled over 60% reduction in development cost and time to market for network equipment (e.g. switch/router) vendors by creating object-oriented software platform technology at Excellarc.
- Achieved 75% reduction in testing cost and time by implementing test automation at Polaris.
- Spearheaded complete customer turn-around for Sun's network management platform product. A strategic customer was threatening defection due to inconsistent product functionality and poor quality. Directed effort installing streamlined and customer-auditable development processes within 4 months, completely changing customer experience. Customer embraced the change, acquired the products for mission-critical deployments, and became a prime reference.

EXPERIENCE

Independent Consultant - Saratoga, CA

Feb 2012 – Present

Product management/strategy and System/software architecture for Cloud Infrastructure, SDN, SaaS, Managed Cloud Services, Application Management.

- Key contributor to business/product planning for a stealth-mode Cloud Infrastructure start-up offering datacenter TOR switch supporting SDN and simplified automated management. Delivered competitive analysis, product strategy, product requirements, and software architecture.
- Driving US business development for an Indian Managed Cloud and IT Services company. Acquired first US customer within 3 months.

VP Product Management - Polaris Wireless, Mountain View, CA Feb 2007 – Jan 2012

Start-up providing industry-leading 2G/3G mobile handset location server platform and data analytics applications in SaaS and in-premises offerings for Enterprise and Service Provider markets worldwide.

- Pioneered creation of product management organization. Led product managers and cross-functional product delivery teams. Delivered product strategy, roadmap, requirements, marketing collateral, white papers, pricing, sales tools, and training for multiple major releases of two products: mobile location server and GIS-based location analytics application.
- Forged definition, delivery, and evangelization of service management capability for Polaris' mobile location server and GIS-based location analytics application. Defined relevant KPIs. Delivered and managed private cloud-based deployments supporting stringent customer SLAs and budgets.
- Defined/architected systems with high availability and scalability supporting over 100 million location transactions per day. Led system dimensioning and HW/SW platform selection.
- Drove extensive improvements in application user interface, leading to customer accolades.
- Grew engineering team from 30 to 50 in 4 months. Delivered several releases of mobile location server product. Server interfaces with mobile network equipment. Directed architecture, development, QA, and support of server product.
- Led pre-sales and RFP response efforts leading to several multi-million dollar customer wins. Interacted with enterprise & service provider customers. Negotiated partner agreements.

CTO & Founder - Excellarc InterNetworks, Saratoga, CA 2002 – 2006

Start-up pioneering virtualized software platform for network equipment (e.g. switches and routers).

- Built company; created business plan; defined product strategy, roadmap, and requirements; hired US and India teams. Evangelized value proposition to potential customers and investors. Delivered software supporting control, management, and data plane services for MPLS. Demonstrated easy portability across hardware platforms.

VP Engineering - Timpani Networks, Santa Clara, CA 2000 - 2002

Start-up offering intelligent multi-session user environments for IPTV and office applications.

- Managed multi-site SW/HW teams. Drove development of innovative network device and desktop software providing multiple automatically scalable windows for session presentation.

Sr. Engineering Manager - Sun Microsystems, Menlo Park, CA 1995 – 2000

Network Management Platform Group responsible for delivering SunNet Manager, Enterprise Agent, and the flagship carrier-class Solstice Enterprise Manager products.

- Co-created Sun's India Engineering Center. Managed group. Grew eng team from 5 to 45 in 6 months. Delivered product release a month ahead of schedule.

Lead Architect and MTS - Nortel/BNR, Aspect Communications Previously

- Led engineering teams, delivered software architectures, and developed networking protocol and system software for Callcenter, Digital PBX, and WAN equipment.

EDUCATION

- M.S. Computer Engineering, Case Western Reserve University, Cleveland, Ohio.
- Ph.D. program, Physics, IIT Madras, India.
- M.Sc. Physics (Ranked First) and B.Sc. (Honors) Physics, Ranchi University, India.

OTHER ACHIEVEMENTS AND MEMBERSHIPS

- Sun's principal representative at TeleManagement Forum (TMForum) and Desktop Mgmt Task Force (DMTF). Drove standardization of network management platform APIs for Java and C++.