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In Summary

Driven and adaptable Leader of Product Management with 20 years of systems experience spanning engineering and product management, working with customers, engineering teams and partners to deliver value and connect market opportunities, taking products to market, and managing in-market across large enterprises and startups.

Skills in Brief

Product Management, Product Vision, Product Strategy, Engineering Collaboration, Negotiation, Influencing without authority, Presentations, Product Roadmaps, Product Messaging and Positioning, Go-To-Market Strategy, Servant Leadership, People Coaching, Team Leadership, Ideation, Customer Experience, User Experience, Competitive Analysis, Win-Loss Analysis, Business Development, Technology Integrations, Technical Partnerships, Open Source Strategy, Operating Systems, API Interfaces, Linux, FreeBSD, macOS, Internet Protocols and Technologies, Data Center Technologies, Networking, Cloud Infrastructure, Data Storage, Compute and Virtualization

11/2022-present | Open Technology Partners, LLC | Founding Principal, Product Management Consultant

- Boutique consultancy with 1:1 client focus in product management
- Trusted product management advisor and embedded within client, engaging with customers and development teams
- Flexible player-coach model, independently and alongside teams, develop product definition and requirements, prove and identify market opportunity, craft roadmap and negotiate delivery, seek product-market fit and manage end customer need
- Ongoing engagement with client developing product for enterprise IT use cases within data center infrastructure technology
- Client CIQ Inc.: Led product strategy for enterprise Linux and established value proposition for key market themes including AI inference and training, Security hardened, Compliance and regulated; Developed multi-year roadmap, studied and maintained competitive, supported field and partnership teams for prospective deals, guided on messaging and owned decisioning on product investment areas

10/2021-11/2022 | Commvault, Inc. | Director, Product Management

- Shipped data cybersecurity and operational resiliency software to enable enterprises comprehensive data protection in the event of disaster, unplanned outages and mitigation on cybersecurity and ransomware attacks across data centers and public cloud environments
- Led portfolio and owned roadmap for data migration and continuous data protection (CDP), with bidirectional replication and migration support for virtual machines across hypervisor vendors, and hypervisor to cloud instance across the major cloud providers
- Responsible for inbound (roadmap, prioritization, and delivery), and outbound (positioning, sales enablement, and customer engagement) product management functions, and team leadership with virtualization and cloud product managers
- Grew solution portfolio, and drove partnership opportunities and increased new business by 20% in 1HCY22 through data center solution sell program

08/2018-04/2021 | Veritas Technologies, LLC (acquired by Cohesity, Inc.) | Product Management Director

- Crafted product vision for comprehensive data protection cybersecurity solution product (Veritas NetBackup™ Flex Scale), designed for resiliency, scale, ease of management, and simplified deployment whether on-premises or in cloud
- Led, defined and shipped product as appliance (software-only with optional hardware kit) delivering protection for enterprise application data, containers, agent-less virtual machine protection via hypervisor API, network-based storage resources and physical machines
- Evangelized product vision across the company and with prospective customers and led holistic product experience through embedding with customer experience and revenue teams in ideation and design
- Assembled virtual team to deliver their best in areas of security, networking, API interfaces, supportability and user experience

01/2015-08/2018 | Open Technology Partners, LLC | Entrepreneur

- Delivered services as product leadership, bootstrapping Product Management and augmenting existing Product Management
- Partnered with technology clients in the enterprise market for IT infrastructure to provide guidance and execution on product strategy, product development, identification of market opportunity
- Client iXsystems Inc.: Bootstrapped and executed product management team to deliver TrueNAS enterprise storage platform, and premium support offerings for FreeNAS commercial and hyperscaler deployments; Built multi-year roadmap, supported product marketing and grew the PM team
- Client Panzura: Reimagined and defined the end customer platform experience for both cloud based and on-premises deployments, led product discovery, owned decisions and prioritized features based on market realities and partnership with field and support organizations
- Client SoftIron: Early product definition for performant, scale-out storage platform to support large private cloud deployments, refined early storage subscription approach and supported messaging and positioning for investment and customer conversations

05/2014-01/2015 | Mirantis | Director of Product Management (SaaS driven IaaS)

- Shipped, promoted and evangelized SaaS for hosted private cloud infrastructure to satisfy customer need for minimized IT infrastructure CapEx exposure and agile IT resources procurement
- Responsible for inbound (managing software roadmap, requirements and delivery) and outbound (positioning, customer experience, presentation, and sales enablement) product management functions
- Led Mirantis solution first-to-market as "hosted private cloud," powered by OpenStack Open Source cloud infrastructure software stack and bare metal infrastructure, which established a new segment and attracted significant new business

06/2013-05/2014 | Nebula (acquired by Oracle Corp., became OCI) | Interim Director of Product Management

- Created, led and nurtured land-and-expand product themes for private cloud technology and enabled integrations with enterprise infrastructure to bridge "cloud native" computing concepts with existing customer IT investments
- Responsible for inbound (managing software roadmap, requirements and delivery) and outbound (positioning, customer experience, presentation, and sales enablement) product management functions
- Drove enterprise requirements into the OpenStack Open Source project for Nebula customers benefit and led company initiatives to contribute features upstream

03/2012-06/2013 | Cisco Systems, Inc. | Senior Product Manager

- Led software interoperability roadmap for Unified Computing Systems (converged compute, storage and network solutions)
- Ecosystem for solutions powered by Open Source including data processing (big data, machine learning, HPC), compute and storage resource management, and Operating Systems
- Enabled Cisco UCS enterprise data center customers, numbering over 20K during this time, to build private cloud in their data centers
- Roadmapped and enabled solutions leveraging API-managed and software defined infrastructure features delivered within the Cisco UCS technology stack combined with 3rd party technology partners including Red Hat, SUSE, Canonical, automation vendors, large ISVs and upstart solutions including OpenStack

1998-2010 | Technology Companies (multiple) | Various engineering roles, QA, EPM, Team Lead

- Notable companies include BlueArc, FileMaker and Apple Computer, Inc.
- QA Team Lead / EPM on enterprise storage server (FPGA hardware solution with proprietary Operating System)
- Software QA Engineer in Core Server at Apple, File Services on Mac OS X Server (codebase "Jaguar" OSX 10.2 thru "Tiger" OSX 10.4)

Professional Certifications

2014 - Certificate in Project and Program Management from UCSC, Santa Clara
2011 - Pragmatic Marketing Certification, Product Management from Pragmatic Marketing Institute

References and Endorsements

Former management and client references are available upon request.