

Qualifications Summary

NEW PRODUCT DEVELOPMENT PROFESSIONAL who is highly successful creating and executing company roadmaps, identifies solutions to minimize costs, and streamlines workflow to support company revenue growth. Builds synergy in teams and ensures products delivered and projects installed according to plans on-time and on-budget.

Strengths include:

- New Product Introduction
- System Development Life Cycle
- Program Management
- Negotiating With Partners / Customers
- Release Management
- Process Improvement
- Customer Product Support
- Business Partnerships

Professional Experience

NETAPP (NETWORK APPLIANCE), Sunnyvale, California

(Creating storage and data management solutions.)

Program Manager / OEM Operations

2006 – 2009

Program Manager (Contractor with Volt Services)

2005 – 2006

- Established and ran NetApp OEM Program with business partners assuring timely introduction and delivery of new commercial products and platforms into market.
- Drove new revenues to well above \$5,000,000 in first few weeks, then grew quarterly revenue to over \$50,000,000.
- Led and motivated cross-functional teams across three companies, on-site and abroad towards ambitious milestones and ran the program achieving 13 new product introduction releases to be all completed on-time and on-budget within three years.
- Executed procedures, prioritizing development and integration tasks and resources among the three companies, implemented checks and balances to ensure the overall program to be on target and on schedule.
- Developed and established new processes to accommodate uniqueness of the OEM IBM business to satisfy both “worlds”, NetApp and IBM requirements, solidified strategic alliance and continued growth with an efficient order fulfillment model.
- Designed and integrated methods to track and timely monitor flow of transactions with additional tools to measure and assure continuous success of the OEM business.

THE IT PROFESSIONAL, Bay Area, California

President + Architect, Sr. Consultant (self-employed)

2004 – 2005

- Developed test scenarios, technical feedback for development of Java/Web based solution for video-conferencing, "Impulse Video".
- Explored opportunities, provided marketing analysis, and created business plans applying innovative technologies for broadcast convergence and media-interactive toys.
- Laid-out and configured secure IT networking and virtualization environments.

FUZE3 TECHNOLOGIES, San Jose, California

(FuzeLink™, a virtual bookmarking tool that links broadcast content to related web content with one click.)

Director of Projects

2001 – 2004

- Drove hardware and software R&D in-house and with partners in California, China and India (ASIC and PCB, web and database applications); ensured chip design in accordance to FCC regulations and enlisted with USB.org.
- Identified and explored vertical market opportunities and published white papers, prepared portfolios and demos for consumer products, broadcasting, and toy industry.

ORACLE (MOBILE INFORMATION SYSTEMS), Sunnyvale, California

(Offering real-time solutions for the time-sensitive, same-day transportation industry.)

Director QA

2000 – 2001

Manager Product Support

1998 – 2000

- Created global project plans with milestones that allowed for proper forecasting and resource requirements and provided effective “what—if” analysis for strategic decisions.
- Improved process by implementing and strictly enforcing roadmap, outlining deliverables, and resource requirements, substantially reducing costs and risks.
- Provided on-time and on-budget for global launch project management of new products winning important major customers for USA, Australia, and Europe wide installations.
- Setup efficient escalation procedures ensuring customer service personnel proper training to become self-sufficient while freeing up valuable engineering resources by 70%.
- Updated and streamlined test plans and automated procedures, improving task database, reducing testing time and increasing quality of product releases from 30% to 100%.
- Defined escalation procedures to ensure all goals and milestones are met and response times minimized

UNISYS AQUANTA BUSINESS SYSTEMS, San Jose, California

(Manufacturing PC & Server, Windows/NetWare/UNIX/... O/S, Network, Storage, Built to Customer Order.)

Technical Support, Product Mgmt.

1996 – 1998

- Led efforts for achieving full system acceptance and customer sign-off on various critical international system installations and generating revenues well over \$75,000,000.
- Facilitated between internal and external team and established processes to more readily and efficiently resolve critical incidents thus improving customer satisfaction.

UNISYS DEUTSCHLAND, Sulzbach/Ts., Germany

(Consulting, systems integration, outsourcing, infrastructure and server technology.)

Pre and Post Sales Telecommunication

Customization Project Manager

1992 – 1996

- Accomplished product localization and customization, including technical publication of well over 200 user guides, installation plans, test and acceptance documentation, configuration management within two years on-time and on-budget for strategic customers.
- Compiled requirements and resources for complete system solutions and created and executed project plans for RFQs to win multi-million dollar customer contracts.
- Prepared sets of presentations of Unisys Telephony solutions (Telecomm Network Configuration, Unisys *VoiceSource*, and Enhanced Services); demonstrations at trade-shows and fairs to European Telco key representatives, creating leads.
- Achieved Acceptance Certifications and “permit to use” from Deutsche Telekom for ISDN HW and SW development and integration projects.

Education

- M.S.E.E., UniBwM, University in Munich, Germany
- Business and Economics at FernUniversität Hagen and Technische Universität München, Germany
- National Management Association, USA, Certificates of Achievements
- Microsoft Certified Professional (MCP, MCDST, MSBS, Charter Member)

Languages: English, German, French (basics)

ADDENDUM

Technical Expertise

- Software Architecture
- Hardware Engineering
- Network, Installation
- Operations
- Pre / Post Sales

Memberships

- *Microsoft* Registered Partner
- *NTea* (NT-Engineering Association Silicon Valley)
- *GI* (Gesellschaft für Informatik, Germany) in partnership with the IEEE Computer Society and the ACM.
- *VDE* (Verband der Elektrotechnik, Germany) in partnership with the Institute of Electrical and Electronics Engineers.
- Part-time professorship at the Fachhochschule München (College in Munich, Germany) teaching mathematics for several years.