~ Technical-Business Product Management Professional ~

A revenue-focused visionary leader and senior executive, with hands-on experience in all areas of the technology industry. Vast experience which spans start-ups, mergers and acquisitions, mature companies, and business turnarounds in both carrier and enterprise focused businesses. A seasoned leader with a motivational management style in leading and building large and small teams of diversified, highly motivated professionals as well as leading cross functional teams to success. A recognized industry leader in taking leading edge products from cradle to grave, justifying new product development investments, documenting sales-driven product requirements and working with engineering and cross functional teams to launch new products to the marketplace.

Professional strengths:

Strategic Planning	Security (VPNs, Crypto, AAA)	Revenue Generation
Entrepreneurial Leadership	Public/Private Cloud	Strategic Alliances
Large Company Leadership	VMware	Project Management (Agile, etc)
Recognized Public Speaker	Enterprise/Carrier Experience	Training Experience
Market Development	Emerging & Advanced Technologies	Negotiation Skills
Business Process Reengineering	Routing	Market/Competitive Research
Technical Writing	Switching	Team Building (New/Existing)
International Experience	Management Systems / Reporting	Sales Experience
Sales and Marketing Experience	Hardware / Software Development	Business Forecasting

Professional Experience

Apani – Brea, California (I am located in the Boston, Ma. area)   2007– Present

A privately held company focused on enterprise information security for access controls, network isolation, and encryption of data in motion for over 50 operating environments. Focused on helping the Healthcare, Retail, Insurance, and Finance verticals meet various compliance requirements such as PCI and HIPPA.

Director Product Management ~ Marketing

Led product management, engineering, and marketing professionals for software and hardware based security products. Direct product teams in the definition, production, and marketing of all hardware and software products. Accountable for full lifecycle management, margin, and launch of all products.

- Led the definition and release for public/private cloud computing security product via VMware. Working with Dell and three of their customers to move Apani security products into the public/private cloud space through the development of APIs, multi-tenant systems, and flexible subscriber model.

- Lead for all marketing activities including MRD, lead generation, collateral development, Web site, SEO, messaging, and competitive analysis.

- Worked closely with sales to help close deals such as Intel, Harrods, UK Police, Cigna, UTC, and many more.

- Led team meetings setting strategic direction for the business and marketing plan/s to set product direction.

- Introduced and implemented Agile components to product development process. This has insured that the organization meets program milestones on time with high quality and has allowed sales to meet commitments and collect revenue.

- Worked with Sales and drove the production and market launch of two new hardware security platforms creating new revenue stream for sales by opening new Sales channels.

- Selected outsourced security lab and drove FIPS 140-2 cryptographic certification that resulted in Apani winning a multi-million dollar UK police deal.

- Establish product requirements then led development of security product for the SCADA market. Product has been embedded and is sold with SCADA partner Telvent, creating new multi-million dollar business for Apani..

- Drove product support for first industry wide VMware security product and simultaneously provided security for standalone platforms and VMware; opened multi-billion dollar VM security market for Apani. Subsequently added security for Citrix, and Microsoft Hyper-V.

Avaya – Chelmsford, Massachusetts   2006 – 2007

Multi-billion dollar provider of unified communications solutions, mobility solutions and numerous telephony solutions (including VoIP, PBXs, call centers), with sales worldwide.

Senior Manager Product Management

Led cross departmental team providing coordination with Avaya business units to drive Avaya SIP/H.323 softphones, wireless partnerships (WiFi, WiMAX, and FMC) and strategic plans for VoIP over wireless infrastructures. Responsible for $50m business and facilitating sales for Avaya billion dollar PBX business.

- Led Avaya/ Lenovo partnership to resell the Avaya IP softphone as an Avaya business partner. This included pricing, forecasts, planning, delivery, and execution of this partnership. That created a multi-million dollar revenue stream for Avaya.

- Developed partnership with Aruba and Meru providing wireless infrastructure strategy in support of Avaya endpoints, FMC, and IP-PBX thus creating a complete product sales strategy.

- Transitioned Avaya VPN/security product into Aruba controllers; strengthened Aruba partnership, and killed off an obsolete Avaya product line. This maintained VPN product for Avaya customers and Avaya was able to drop their own legacy controller.

Akoura - Londonderry, New Hampshire   2005 - 2006

Pre-funded startup focusing on ease-of-use as the end user experience for complicated encryption, biometrics, and obfuscation security products.

Director Product Management ~ Engineering

Created written product definition and led engineering in delivery of first market ready product while simultaneously working with founders to take business from angel invested business to a first round VC funded product.

- Established and drove complete life-cycle management process, with off-shore development and test to deliver revenue generating products.

- Hands-on technical resource for Sales; established initial product trials resulting in several Fortune 1000 customers testing the product.

- Established product pricing model and long term roadmap used by founders in pitch to VC.

Colubris Networks - Waltham, Massachusetts   2004 - 2006

WiFi startup with $20m in sales, 100 employees and sales in EMEA, Japan, and NA. Products consisted of access points, service controllers for centralized control of APs, and management systems for element management, RF management, monitoring and IDS/IPS/Rouge detection. Full 802.11x compliance.

Senior Director Product Management

Initiated business driven product management process as a member of the executive management team.

- Implemented product life cycle disciplines within cross organizational teams (engineering, marketing, sales, customer support, and operations) which resulted in on-time high quality products.

- Drove product requirements for first Colubris controllers moving Colubris from thick to thin access points allowing Colubris to stay competitive in the emerging WiFi space.

- Company representative at all WiFi and WiMAX forum meetings; formed partnerships and drove emerging standards into product ahead of competition.

Nortel Networks Shasta - Billerica, Massachusetts   2002 - 2004

Shasta represented a billion dollar carrier product line with over 100 employees worldwide. Focused on IP services, Security (IPsec, SSl, Firewall, AAA, DDOS, IDS) DSL aggregation, routing, and MPLS LER. Led market with over 200 carrier customers worldwide.

Director Product Management

Drove the correction of product line quality issues and develop new market streams for Sales.

- Led cross-functional team to investigate and solve product quality issues. Selected several lead customers who acted as advisors to a dedicated engineering team focused on cleaning up product issues. Corrected issues with new hardware and numerous software releases.

- Identified new markets for Shasta Sales and Marketing. Repositioned Shasta for the enterprise Fortune 500 space acting as a core enterprise router and added functionality that allowed it to act as Nortel VoIP services gateway. Opened a new $50m+ market for the product.

- Selected as a leading member of the Nortel top 10% talent team by CEO.

Nortel Contivity (a Nortel acquisition) - Acton, Massachusetts   1998 - 2002

Contivity is a $200M+ multi-service CPE product line that uses the Internet to provide secured access for mobile users and branch locations to corporate premise. Provides VPN tunnels types (L2TP, PPTP, & IPSec), encryption (AES, 3-DES, RC4), Firewall, WEB UI, authentication (tokens, internal/external LDAP, radius, Certs), routing (OSPF, RIP, VRRP), WAN.

Director Product Management ~ Marketing

Transitioned product from startup phase through two acquisitions, driving it to security and VPN market share leader with over $200m in sales.

- Led transition of product from remote office VPN/security product to secure branch office router opening up new sales channel and increases sales by 50%.

- Responsible for managing 200+ engineering, marketing, product management and business development professionals.

- Identified and led efforts moving product into carrier space as a managed service sold by carriers as managed on premise security offering increasing sales by 50%.

XYPLEX NETWORKS - Littleton, Massachusetts   **1990 – 1998**

Manufacture for turnkey network infrastructure products including: routers, switches, terminal servers, and full management systems.

Director System Management Business Unit, Sr. Product Line Manager, Sr. Engineer

Hands on manager responsible for 30 employees: marketing, publications, and engineering. Responsible for $15m product line and $3m dollar budget.

Education

Franklin Pierce College – Business Management
Connecticut School of Electronics – Associates EE

Certificates

Applied Cryptography - WPI
"C" and SQL - BU
Object Oriented Design - BU
Project Management - WPI
Emerging Technologies – NE
Numerous AMA Training

leader in:

Product Lifecycle Management ~ Building Cross Functional Teams ~ Technology Innovation