This app is deployed via   **Visualization of this pipeline HERE!**

Greg Oehmen

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Location		Mill Valley, CA. (SF Bay Area)

I am a cloud-centric product leader with a passion for fostering strategic customer/stakeholder relationships that drive strong revenue outcomes in alliance with global account teams. I accomplish this by setting product vision and guiding engineering to deliver to market for competitive advantage in an a rapidly evolving technology space; always with the strategic goal of assuring successful customer outcomes.

PROFESSIONAL EXPERIENCE

PIVOTAL, INC. San Francisco, CA.   **Jan 2014 - Present**

Title: Senior Consulting Product Manager

As a senior member of the Pivotal product management organization, I lead engineering teams that are hyper-focused on modern software dev methodology - TDD, paired programming, agile/lean/XP principles and practices. I also serve a complex set of stakeholders, an established open-source community, a driven account team and an ever-growing and demanding set of enterprise-level customers.

During my 5-year tenure, I've played a large role in driving growth to massive scale:

- The PCF suite of software products from a 1.0.0 GA launch through 16 major releases
- Pivotal software subscription revenue growth from zero to IPO (PVTL-NYSE, 04/20/2018).
- Growth from 12 Product Managers to over 75 dedicated to Cloud Foundry alone
- Growth from 50 R&D Engineers to over 575 dedicated to Cloud Foundry alone
- Expansion to 31 offices globally

Roles:

Product Manager - PCF+NSX-T Integration   August 2018 - Present

I was recently asked to step in to manage a strategically vital yet challenging product with a diverse and politically trecherous set of stakeholders. The engineering team is half Pivotal and half VMWare engineers. Success here enables the VMWare accoount team to access and upsell the PCF SKU which opens a new and potentially significant revenue stream. This team is chartered with engineering the integration of the Pivotal Cloud Foundry runtime engine with VMWare's NSX-T SDN product supported on vSphere, AWS, Azure, GCP.

Product Lead - Pivotal Cloud Foundry Roadmap   Sep 2017 - August 2018

Created alignment with key customer stakeholders to deeply understand use cases for entire potfolio of Pivotal Cloud Foundry products and identified strategic opportunities. Aggregated customer feedback into actionable engineering iniatives to define product prioritization and drive direction of dozens of software engineering teams. Four areas of focus:

• Core Customer - Provide roadmap insights to enable customers to make strategic product investments while aggregating customer demand to inform product teams about market opportunities.
• Product Working Groups - Formation of Pivotal-internal cross-organizational groups to attain alignment and collaboration between Field, R&D, Marketing, and Support. Oversaw 14 product working groups across the product portfolio.
• Customer Advisory Boards - Formation of groups of select customers that convenes to provide strategic, forward-looking product guidance around a specific problem set or opportunity.
• Product Roadshow - Taking specific Product Managers to customer sites in targeted regions to acquire targeted candid product feedback. In this program, I am able to provide mentorship influence to the 75+ Pivotal Cloud Foundry Product Managers.

Strategic Product Owner   Nov 2015 - Sep 2017

Built a program that focused on creating alignment with key customer stakeholders to deeply understand use cases for Pivotal products and identify gaps and strategic opportunities. Aggregated customer feedback into actionable data to define product prioritization and drive direction of dozens of software engineering teams.

Leveraged product depth and vision to inform and guide customers to successful outcomes in their organizational initiatives leading to successful product adoption and accelerating consumption. This included product roadmap feedback sessions, workshops and specific product deep-dives at regular cadence with C-level/SVP to front-line ops/dev teams.

Product Manager - Cloud Foundry
                                                                Jan 2014 - Oct 2015
• Cloud Foundry CLI PM - led an engineering team developing the CF
command line toolset exposing new features in the cloud controller API. Implemented CLI plugins, added features in support of Windows commandline and refactored the help command set. It was during this time that I begin engaging in deep feedback cycles with key customers - work that would become my next role. (github.com/cloudfoundry/cli).

• BOSH PM - led an agile engineering team developing BOSH. Responsible for BOSH CPI, agents, release and all components of the BOSH product suite. (github.com/cloudfoundry/bosh)

SALESFORCE.COM, San Francisco, CA.   Apr 2012 - Jan 2014
Product Owner – TechOps Data Center Automation

Led multiple SCRUM teams in an agile environment to deliver key components of an automated infrastructure in support of the salesforce.com cloud service offering. Successful in delivery by forming strong relationships with stakeholders, owning product vision and translating that vision into a product by managing work in the backlog for prioritization and execution through to the production environment. Teams use a DevOps model to improve

communication, reduce friction, increase velocity and deliver slices of working code to production every sprint; always aligned with release goals.

Delivered automated host imaging and configuration system to all production datacenters resulting in two value add streams:

- Drove ongoing infrastructure build automation in all new/future datacenters as TechOps expands to meet business demand created by revenue growth from $1BB per year (FY10) to $1BB per quarter (Q4 FY14). Enables TechOps to build infrastructure faster with less labor and a substantial reduction in error rates; lowering costs on multiple vectors.
- Automated the task of reimaging and configuring 10k+ hosts in SFDC datacenters. Heightened the ability to respond to security and compliance requirements, shortened maintenance windows and decreased error rates in production; lowering costs while protecting the saleforce.com brand.

Ownership and stewardship of internal customer Puppet/configuration management development community; driving adoption across orgs. The aggregate delivery for the past 12 months includes 41 manifests (15 customer contributors) & 1900+ code commits by 22 contributors (14 customer contributors). Efforts included:

BOSSA NOVA ROBOTICS, San Francisco, CA.   May 2011 - Mar 2012

Director of Online Operations

Responsible for all aspects of operational delivery and production support of multiple eCommerce websites as well as all aspects of online connected product hosting. Core responsibility is to provide a platform on AWS for the micro-transaction based online game – www.mechatars.com - as well as the cloud-based service platform that connects physical robots to the online game.

- Responsible for the success of a technical Ops team that runs all company's complete online presence and managing the associated $250k/year managed services budget.
- Led all development and implementation of IT business processes such as release management and peer code review resulting in drastic reduction in unplanned outages, shorter duration planned outages and faster agile SDLC iteration.
- Led operations for company's eCommerce efforts. Maximizing site results through SEO and Google Analytics; supporting channel relationships; managing supply chain/logistics for large B2B customers (Toys-r-Us, Target, Amazon.com) as well as direct B2C fulfillment through company website.
- Launched and managed data warehouse and BI/analytics development project to improve business decision-making.
- Led the customer support, sales support and in-game community development. Lead the integration of Saas support product ZenDesk with existing websites(www.mechatars.com and www.iloverobots.com). Managed $75k/year CS budget.

GAZILLION ENTERTAINMENT, San Mateo, CA.   AUG 2007 - MAY 2011

Director of Database Services

Set objectives and developed strategies for team of IT professionals as a DevOps service shared across multiple game dev project teams in multiple geographic locations amid massive organizational growth. Managed individuals and teams, set functional goals and tactical plans. Monitored execution of goals/plans to validate alignment with strategic goals/objectives to achieve corporate objectives. Led definition and implementation of the operations production support infrastructure. Managed vendor relationships - lead multiple projects in partnerships with Disney/Marvel, DreamWorks Animation, the LEGO Group and others.

- Responsible for leading database team through the launch and continued operation of large-scale online games with massive concurrency, 24x7 uptime in support of subscription-based and micro-transaction eCommerce payment mechanisms. Defined and tested Disaster Recovery requirements and methodologies and managed to SLA requirements.

• Lead role in operations product development with multiple internal stakeholders and 3rd party partners to integrate various components into game architecture for multiple projects facilitating launch and thus revenue. Components include: billing/eCommerce, chat filtering/moderation, customer service, message bus/event processing, ETL/BI suite, bug/ticketing systems

APPLE, INC., Cupertino, CA.   **JUL 2005 - Aug 2007**
Senior Oracle Database Administrator

Primary DBA for eight production databases including the ITMS (iTunes Music Store) customer database cluster which is downstream of ITMS and captures marketing analytics data. Also including the POS (Point Of Sales) database cluster which is the payment backbone of the Apple Store chain of global retail outlets and EasyPay in-store technology. Managed technical challenges including 5TB database, 1 billion row table, massive nightly ETL processing, hot backups eclipsing a 24 hour duration and issues (capacity, performance, compliance obligations, etc.) inherent in rapid data growth. Member of 25 person team sharing total responsibility for over 125 production databases (750 total databases).

CATHOLIC HEALTH INITIATIVES (CHI), Denver, CO.   **01/04 - 06/05**
Production Oracle Database Administrator

First database administrator hired on newly formed I.T. team created to take over management of all I.T. functions for 65 hospitals that had previously been performed by multiple regional I.T. teams. Managed all aspects of all (16) Oracle production databases for enterprise. Led IT Consolidation project involving multiple database migrations from multiple 'retired' data centers to new data center in Denver which enabled massive economies of scale - reducing server footprint and software licensing fees and vastly improving business agility.

INVESCO FUNDS GROUP, INC., Denver, CO.   **Jul 2001 - Dewc 2003**
Production Database Administrator

Managed all aspects of over 30 Oracle databases; assisted with 5 Sybase and 5 Microsoft SQLServer databases encompassing Prod/test/dev environments. Responsible for 24x7 availability. Management of backups/recoverability (logical & physical) via Rman/Veritas NetBackup and export methodologies, database and sql tuning, user/security management, space management, partition management, installs/migrations/upgrades/patches, implementation of and adherence to DBMS standards, development of DBMS security policy.

ORACLE CORPORATION, Colorado Springs, CO.   **Jan 1999 - Jul 2001**
Technical Analyst - Dataserver/8i Knowledge Center

Member of Oracle Support responsible for achieving rigid metrics requirements while assisting clients with Oracle RDBMS specific technical issues. Specifically supported Oracle 7.3.4, 8.0.x, 8.1.x, 9.1.x on all Unix, Linux, Windows, Novell and other platforms. Range of RDBMS issues handled included block corruptions (ora- 1555), restore/recovery scenarios, server installs/migrations/upgrades, query/performance tuning issues, resolving down production systems, sql/plsql, database internals, general database administration, troubleshooting errors and outages.

NEWJAS INTERNATIONAL, INC., Seattle, WA.   **Dec 1997 - Dec 1998**

Sales Manager

Leadership/management of Seattle office sales staff. Development /maintenance of accounts in Northwest Region. Primary Target: Global markets.

NNR NISHITETSU, Seattle, WA.   **Jan 1993 - Jan 1997**

| Sales Representative | Oct 1995 - Dec 1997 |
| Export/Import Documentation Specialist | Mar 1993 - Oct 1995 |

EDUCATION

Regis University, Denver, CO.   **Aug 2004**

M.S. Computer Information Systems

Miami University, Oxford, OH.   **May 1991**

B.S. in Business Admin - Major: Marketing/International Business

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