





Ashwin Gayash

U.S. Permanent Resident
Product Manager

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Education

Carnegie Mellon University,
Tepper School of Business
Aug 2014 - Dec 2017

Master of Business Administration

Carnegie Mellon University,
School of Computer Science
Aug 2006 - Aug 2008

Master of Science in Software
Engineering, Computer Science

R.V. College of Engineering
Aug 1998 - June 2002

Bachelor of Engineering (B.E.),
Computer Science

Business Skills

Economics



Optimization



Go-To-Market Strategy



Statistical Decision Making



Technical Skills

Java



Python



Excel



R



C



(**)[The skill scales are from 0 (Fundamental Awareness) to 6 (Expert).]

Objective

To leverage my 8+ years of client-facing software development experience, strong public speaking skills, and product management/marketing skills from a disruptive startup experience and move into technology leadership at large businesses and conglomerates.

Expertise

Product management, Software Design Principles & Patterns, Software Architecture, Operating Systems, Networking, Distributed Architecture, SPSS, Agile Methodologies

Experience

Product Manager & Product Marketing

GO CARTAI, Sunnyvale

May 2017 - April 2019, Jan 2020

- Led the product effort with an early stage startup that is developing an AI based robotic platform for shopping carts, luggage loaders and home tasks.
- Tracked competitive activities and market developments to build and deliver differentiated value and influence product roadmap.
- Partnered with channel leadership to identify top partners and structure incentive programs that deliver ROI.
- Derived assumptions for revenue streams based on product strategy, sales planning and marketing pipeline to drive company valuation.
- Identified trends and established pipeline goals for both sales and marketing. Worked to define revenue targets through rep productivity, cohort analysis and conversion rates.

Senior Software Engineer, Cisco IOS-XR Team,

Cisco Inc, San Jose

May 2012 - Apr 2014

- Cross-functional Product Management experience- assigned to work directly with AT&T for the ISSU product, engaged in user-experience based design feedback and integration.
- Technical expert in the Areas of OS/Kernel/File Systems, High Availability, Security, Infra Structure, Manageability (SNMP/XML)
- Recipient of the Cisco Innovation Award (CORBU) for implementing the industry first scaled solution for ISSU, a feature that is being used by all of Cisco's customers and has enabled the reduction of network maintenance costs and time by over 15 %; patented.
- Conducted technical training sessions for 300 sales/marketing teams annually bridging the language gap between teams.

Software Engineer, Cisco Platform Team,

Cisco Inc, San Jose

May 2008 - Apr 2012

- Worked on Cisco IOS XR operating system building features for one of Cisco's flagship products- CRS in the service provider segment, a \$20 Billion USD market space constituting more that 21 % of Cisco's revenues with more than 150 clients across the world.
- Received 3 consecutive Cisco Outstanding Performance Awards for years 2013, 2012 and 2011

Publications, Patents

- Provisional patent US 62/923,565: Recurrent neural network based connected essentials with inverse reinforcement learning based learning of optimization to users needs, 20 Oct, 2019
- White paper on Cisco Process Migration, Published at Cisco Systems, Inc, 2013
- SQUARE Lite: Case Study on VADSoft, CMU/SEI-2008-SR-017, In IEEE international Computer Software and Applications Conference (COMPSAC) 2008
- Skip Lists: a probabilistic alternative to balanced tree, In the Computer Society of India journal, 2002
- Virtual Reality for collaborative Engineering, In the IEEE Theoretical Computer Science and Electrical Engineering symposium, 2002