

- A product and team manager with a strong computer science background and extensive, up to date coding experience.
- Years of product management experience conceptualizing, planning and delivering high-visibility, high-impact products and projects.
- Years of experience managing technical teams for professional services.
- Deep knowledge of data warehousing, data virtualization and data integration in enterprise environments, both at the architecture and implementation levels.
- Extensive experience in technical writing, customer relationship management, technical partnerships management and customer training.

## Work Experience

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### November 2018 – Present: Datometry, Inc. – Lead Software Architect

- Focus on performing migrations of on-premise Teradata systems to cloud data warehouses (Microsoft Azure SQL Data Warehouse, Amazon Redshift, Google Big Query), using Datometry's proprietary technology.
- Customer facing:
  - **In charge of the entire customer-facing pipeline** for selected accounts, from first demo to production cutover, including but not limited to: explaining the solution to prospects, creating tailored implementation architectures, project management, solving any technical issues, presenting plans of action and results to key stakeholders, and ensuring any roadblock to full implementation was identified and resolved before becoming an issue.
  - **Closed customer accounts #2 and #3 for production**, first yearly renewal of customer account #1.
  - Instrumental on **closing a 7-figure partner technology deal**.
  - Managed cloud partners (Amazon, Microsoft, Google) at the technical and project level, and SI partners for specific implementations (Cognizant, Capgemini, HCL, DXC, etc.).
- Datometry awards: **Outstanding contributor (February 2019), MVP Q1 2019**.
- Tooling:
  - Personally built the **first cross-vendor table synchronization tool in the market**, from concept to final product, a key enabling technology that allows customers to successfully migrate their data warehouse tables from on-premise to the cloud.
  - Analyzed, designed and presented to customer tools to allow the co-existence of Datometry's internally-developed tooling with Teradata's native tooling, allowing to execute them side by side.
  - Created tooling for analyzing Datometry's logs, increasing efficiency of all debugging and operational activities.
- Internal:
  - Improved and standardized internal processes for customer-facing activities, achieving traceability of deliverables and status, reusability of assets, and reduction of incremental effort needed for executing new accounts.
  - Collaborated with the Engineering and Product teams to ensure functional gaps affecting customer accounts were identified and solved in a timely fashion, or worked around if no proper fix was available; and providing inputs for mid- and long-term planning for the product roadmap.

## June 2017 – November 2018: Software Consulting

- Providing end-to-end technical consulting focused on requirement gathering, solution design, implementation, and strategy for both early-stage and established organizations. Recent projects in the aerospace, higher education, and social good domains include:
  - Architected a centralized **cloud platform for managing higher ed curriculum data and student academic progress**, implemented first stage for concept validation, and advising the university on expansion of platform into other areas
  - Designed and implemented [DSSG Solve](#): a **self-service web platform for managing volunteer work for Data Science projects in social good domains**. The tool intelligently connects volunteers to active projects based on interests and skill sets, lowering the barrier of entry for volunteering, and improving project completion and success rates.
  - **Technology and business advisor for a STEM educational institution in the aerospace domain**. Advising on customer growth strategy, market penetration, and development of their in-house customer-facing platform.

## June 2016 – June 2017: Koolock, Inc. – Director of Product

- Koolock is a stealth-mode startup revolutionizing the infrared satellite imagery market. It develops proprietary space satellite hardware in order to capture from orbit significantly higher quality data than currently available, and a sophisticated software suite to gather data insights for addressing global issues such as deforestation, fishing regulatory compliance and natural disaster detection/prevention.
  - **Product Management**. Identifying the product-market fit and the business niche that provides the best match for the novel proprietary technology (the intersection of hardware sensors and the efficient acquisition, processing, analysis and distribution of data to end customers); steering the product and creating an ambitious but achievable roadmap for the innovative platform.
  - **Technical work**. Architected Koolock's platform, created the first satellite imaging processing pipeline (that transforms raw satellite sensor data into a customer-focused catalog of images and highlighted patterns, insights and analytics of the imaging data), and coded the technical demo of the intelligence capabilities enabled by the novel imaging and analytical technologies.

## 2014 – 2017: Denodo Technologies, Inc. – Senior Product Manager

- **Product Management**.
  - **Data virtualization products**. Responsible for three of Denodo's data virtualization products, managing them during their conceptualization, design, implementation and operation: [Denodo Community](#), [Denodo Express](#) and [Denodo Platform for AWS](#).
  - **Enterprise ecosystem products**. Conceptualized, architected, designed and prototyped projects that fill gaps in the core data virtualization platform: Denodo Testing Tool, [Denodo Diagnostics and Monitoring tool](#), [Denodo Solution Manager](#) and Denodo Model Bridge Tool.
- **Technical Partnerships**. Responsible for technical interaction with partners: OEMs, technical certifications, VARs. including but not limited to the [Denodo+IBM partnership](#), the [Tableau-Denodo certification](#), (which included coding the first prototype of the integration software), the Hadoop certifications (both [Cloudera](#) and [Hortonworks](#)), and the [Snowflake certification](#).
- **Professional Services**. Took on architectural engagements, doing work with customers to help them using data virtualization, review already started projects to steer them towards success, and apply corrective measures to projects in danger of failure.

- **Customer Outreach Program.** Defined and executed the Denodo Strategic Customer Center initiative, with the goals of maintaining the user community up to date about the product's roadmap and gathering feedback about new and planned features.
- **Technical Writing.** Author of two in-depth technical cookbooks, manuals that contain detailed instructions for both architects and developers: [Data Warehouse Off-loading](#) and [Query Optimization](#), to solve customer's questions about real-world deployments and to increase brand value for Denodo.
- **Prospective Customer Training.** Designed and taught both low-level technical classes and architecture-level courses, including [Denodo's monthly dv architect course](#). Over 150 architects were trained in 2015, and over 250 in 2016.

## 2010 – 2014: Denodo Technologies, Inc. – Professional Services Manager

- Managed all the aspects of post-sale customer relationship and retention, as the main point of contact for the customer, being their internal champion and making sure every existing customer became an evangelist for Denodo's technology in later sales cycles with other prospective customers.
- Managed the US software engineering team to analyze, design and implement customer projects.
- Worked closely with the CEO and with the Sales VP for North America in reviewing commercial proposals to verify the licensing and professional services terms were realistic, achievable and appropriately priced and presented to customers.

## 2009 – 2011: Denodo Technologies, Inc. – Customer Support and Customer Training Manager

- Managed the customer support team to provide assistance in designing, developing and troubleshooting data virtualization solutions, helping strategic customers to go into production within the planned schedules.
- Helped retain customers through timely resolution of all technical problems, analysis and delivery of new features.
- Managed the training team to teach customers the use of the Denodo Platform, making it possible for them to start using the purchased software right away.
- Participated in the creation of the [training curriculum](#) and maintained it through several versions of the Denodo Platform; this set of training courses is taught to virtually all of Denodo's new customers.

## 2007 – 2009: Denodo Technologies, Inc. – Lead User Experience Engineer

- Responsible for continuous analysis of software capabilities, gathering new customer requirements and creation of successful UI designs for the whole suite of the company's enterprise software, of high functional complexity.
- Introduced changes that improved both customer win rate and customer satisfaction, taking into account customer needs, technical feasibility and planning, visual design and user interaction.
- Conceptualized, designed and implemented the Denodo Platform Control Center, a new tool for managing the local installation of the Denodo Platform; in production since then and used by every customer of Denodo.

## 2005 – 2007: Denodo Technologies, Inc. – Software Engineer

- In charge of creating from scratch (first commit) the Denodo Platform client tools: the main Administration/Development Tool for the data virtualization server, and the Web Automation Design Tool for the web integration server. Both tools are highly interactive, with an extremely deep feature set, and they are used by every customer to develop data virtualization solutions.
- Gained a very strong experience in both desktop and server side development.

# Education

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## 1999 – 2005: M.S. in Computer Science, summa cum laude

- **University of A Coruña (Spain).** Dissertation (2005): "Decision support system for investment in telecommunication and mobile telephony networks under demand uncertainty". [PDF Link \(Spanish\)](#).

## Personal Software Projects

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- **TTT:** an online, browser-based clone of the classic game [Blockout](#) (a 3D Tetris). Built as a fun way of learning new technologies: ClojureScript and [reagent](#) + [re-frame](#) (Clojurescript bindings for [Facebook's React](#)).
- **Newsogen:** an online RSS reader that fills the void left when Google closed Google Reader. It has a clean and uncluttered interface, fast mouse and keyboard controls and works well in PC, tablet and mobile. Built 100% in Clojure and deployed in [Heroku](#), with a PostgreSQL backend DB.
- **Usertron:** an online authentication management system - it allows easy addition of user authentication to any project through a simple REST API. Built in Clojure, deployed in Heroku with a PostgreSQL backend DB.
- Proficient in Java, Clojure, Clojurescript, HTML, JavaScript, CSS, RDMBS (Oracle, SQL Server, MySQL, PostgreSQL, SQLite...), Web Services, Hadoop (Cloudera, Hortonworks), Data Warehouses (with emphasis on Teradata, Azure SQL Data Warehouse, and Amazon Redshift), etc.

## Other Skills

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- **Spoken Languages:** Fluent in English, Spanish and Galician. Beginner in Bulgarian.
- **Photography:** avid photographer for more than fifteen years, shooting with a variety of equipment ranging from digital compacts to large format film cameras, focused mainly in landscapes and portraits.