

BOGDAN ODULINSKI

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Professional Summary

- Proven record of driving new revenue streams via novel product and services strategies, enabling monthly recurring billing subscriptions, and establishing strategic partnerships. Highly technical.
- Member of multiple advisory boards, consultant to CEOs, strategist, business development professional, technology evangelist, and promoter.

Skills

- Strong verbal communication
- Public speaking
- Self-motivated
- Interpersonal and written communication
- Data Driven UX and CS
- Team leadership
- Partner management
- Business Development
- New Revenue generation
- Services strategy and implementation
- BPO and technical support outsourcing and management
- Product management Fluent in English, French.
- Conversational Polish, and functional Spanish.

Work History

Board President

Apr 2018 - Current

CleanApps.org

Seattle, WA

- Instrumental member of the founding board, helped raise initial capital, and keep the org operational.
- Continue to evolve org strategy to help app developers and online businesses navigate an increasingly regulated app marketplace while creating a safer internet for consumers.

VP Strategy

Sep 2010 - Current

Asurvio/DriverSupport.com

Austin, TX

- Defined and lead product/service roadmap including the enablement new product features, monetization streams, customer service, and strategic partnerships.
- Lead company's shift to monthly subscription services model quadrupling revenue (so far).
- participation with Clean Software Alliance and CleanApps.Org helping gain direct communication with Google, Microsoft, and security vendors.

Services Strategy Consultant

Jul 2009 - Aug 2010

Self

Austin, TX

- Provided technology, product management and marketing strategy consulting services to consumer technology companies including PC OEMs, Internet Service Providers, Help Desk and Call Center

Outsourcers.

- Directed a pilot for Dell consumer Services involving Support.com, RadialPoint, a BPO, and Dell's internal support team.
- Defined, delivered, and managed an RFQ for Comcast's premium tech support initiative.

Director, Product Management

Aug 2008 - Jul 2009

Support.com (SupportSoft)

- Manage the company's strategy, product direction and partner relationships for all solutions targeted to large enterprises, OEMs, and fixed/mobile broadband service providers.
- Also leading Support.com's go-to-market strategy for their Value-Added Services solution offerings and Dynamic Agent platform.
- Worked closely with sales team presenting company vision and product roadmap enabling key account contract renewals.

Services Architect/Strategist

Feb 2003 - Aug 2008

Dell

- Promoted from Dell/EMC Services Engineering, hire to lead strategy and services architecture at Dell Worldwide Services Delivery organization, helping to guide the Company's service and support vision.
- Services launched: Dell Support Center deployed to over 30 million consumers ; Dell DataSafe Online, their most profitable offer; Dell PC Tune Up , their most popular offer at the time.
- Earned the Dell Product Group Excellence Award.
- Author of 6 patents issued at the United States Patent and Trademark Office.

Systems Analyst/Consultant

Mar 1994 - error: 13 2002

Netlan

- Advised large financial companies including Banque Paribas, Bank of New York, Morgan Stanley Dean Witter, Price Waterhouse Coopers, JP Morgan Chase.
- Taught the Certified NetWare Engineer (CNE), Microsoft Certified Systems Engineer (MCSE), Microsoft Certified Solution Developer (MCSO) as well as the Citrix Certified Enterprise Administrator (CCEA) curricula.
- Created an 'Integrated Custom Training' solution tailored to customers' requirements enabling new a premium revenue stream.

Education

Bachelor of Commerce: Management of Information Systems

McGill University

Activities and Societies: Organizational Behavior Course Counselor (OBCC)

High School: High School Diploma

Lower Canada College