

# Ergin Dervisoglu

## Product Director

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### WORK EXPERIENCE

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DeepMotion, San Mateo, CA 2019 - 2023

Generative AI 3D Animation Startup with 1M+ users and global partnerships

#### Product Director & Advisor

- Oversaw all Product, Marketing, and Web Development efforts for Animate 3D (cloud-based animation service) from pre-concept to post production with now 1M+ users.
- Worked directly with CEO on major strategic initiatives including product pricing (for web and Enterprise), eCommerce platform integration, and a highly successful company rebrand.
- Helped generate exponential MRR growth through Web, SDK sales, and Partnerships.
- Lead the company's legal efforts and correspondence including successfully registering for DeepMotion's current international trademarks and copyrights.

DocuSign, San Francisco, CA 2012 - 2019

World's leading eSignature and Digital Agreement company with a \$10B+ market cap

#### Senior Product Manager

- Lead a small (5-person) Agile-development team responsible for DocuSign's Developer Programs including creating DocuSign's first Developer Center, SDKs, and improved API tools.
- Worked cross-functionally with Engineering, Sales, Marketing, and Legal to more than double API usage and create a developer ecosystem of 80,000+ (May 2018).
- Evangelized the DocuSign API through conferences, webinars, and hackathons, at times presenting to groups of up to 1000+ developers and technical decision makers.
- Presented at conferences, conducted customer demos, aided in sales with prospects.

DAVID Corp, San Francisco, CA 2010 - 2012

Privately owned SaaS Insurance firm with 10M+ in annual revenue

#### Account Manager & Support Analyst

- Managed customer accounts and client-focused projects, identify/report product usage trends.
- Maintained strong relationships with clients and provided solutions and services to maximize their success.

Software Engineer, Crystal Dynamics, Redwood City, CA 2005 - 2009

QA Technician, Eidos Interactive, San Francisco, CA 2004 - 2005

### EDUCATION

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San Jose State University, **Master of Business Administration (MBA)** 2009

UC Santa Cruz, **Bachelor of Science, Computer Science** 2003

### SKILLS

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**Hard Skills:** Programming (React.js, Node, C++, Python, others), Product Marketing, Product Design

**Techniques:** Agile Methodologies, SCRUM, Go-to-Market Strategy, Business Analysis, Business Dev