

I'm currently looking for a position where I can leverage my experience in building teams, communities, and programs that empower developers to skill up & build. The diversity of my knowledge and technical depth gives me a unique perspective that allows me to understand the business goals and the needs of the community to identify mutually beneficial overlap.

Winning is a team effort. I strive to help make winning teams.

Experience

StackPath: *StackPath is an Edge infrastructure (distributed computing) company with customers that range from indie devs to fortune 10 companies*

VP of Developer Relations Sept 2017 – August 2020

- Responsible for kicking-off DevRel efforts and building the brand
- Helped relaunch the marketing website for the new products and brand
- Rebuilt documentation – API, Getting Started, Guides, Tutorials, GitHub presence, etc.
- Created an internal Open Source program & Open Source sponsorship program
- Managed content marketing including the blog, social, & case studies
- Represented the co in various capacities at a wide variety of industry events (links below)

Keen IO: *Keen IO is a developer tool for collecting and analyzing real time data streams.*

Product Manager, Oct 2016 – Sept 2017 (acquired by Scaleworks)

- Served a fast growing business by adapting outdated internal tools, open source projects & documentation
- Improved the developer experience to increase adoption and
- Redid documentation & standardized SDKs & Open Source tooling
- Led project to reduce signup friction and improve developer onboarding
- Managed partnerships and development of third-party integrations

VP of Developer Relations, Oct 2013 – Oct 2016 (7th Employee)

- Maintained flexibility and wore many hats to build the Keen IO brand
- Contributed to the companies strategy through hands-on execution
- Built a team that successfully supported a community of over 100K developers
- Organized events all over the world (happy hours, meetups, user conference)
- Supported customers (answering tickets, pair coding, pager duty)
- Created and maintained important documentation for the business
- Provided sales support, even taking deals all the way to close when needed

Mentor: 2014- Present

[500 Startups](#), [Heavybit](#) & [Alchemist Accelerator](#)

Late Labs: *Late Labs was a platform where startups found contract developers & paid them with equity*

Co-Founder, September 2011 – July 2013

- 5k active users in 8 months
- API partnerships with over a dozen companies including SoftLayer (IBM) and Twilio

OTRS: *Commercial arm for a popular open-source help-desk software*

Regional Sales Manager, Oct 2010 – Aug 2011

- Grew net new revenue by 30% & 60% in the first two quarters

Talari Networks: *Networking hardware company that invented the Virtual WAN (SD-WAN)*

Inside Sales manager Aug 2009 – Oct 2010 (acquired by Oracle)

- Responsible for goal setting, hiring & reporting - Built and managed a team of 5, Always beat quota

Learn iT!: *Technical training company*

Senior Account Manager, August 2006 – March 2009

- Brought in net new key accounts including Netflix, NASA, SanDisk, and Brocade

Education

Cal Poly State University, San Luis Obispo, CA - BS: Business Administration

Selected Talks: [Serverless at the Edge](#), [Serverless at the Edge - Webinar](#), [Distributed Microservices FTW](#), [Architectures at the Edge](#), [Building DevRel Teams](#), [You've Launched Now What](#), [Developer Evangelism \(panel\)](#), [Intro to Keen IO \(Webinar\)](#), [SXSW - Incubator Programs](#), [DevRel Strategy](#), [Using APIs for Data Science](#), [Building a Community for Makers](#), [On the Sharing Economy](#)

Conference Organizer: [Open Source Show and Tell](#), [DevGuild](#), [DevRelCon](#), [KeenCon](#)