

PRODUCT DIRECTOR | ENTERPRISE SOFTWARE

Strategic Product Director with 20+ years of experience in Enterprise Software. Extensive domain expertise in financial/revenue management, enterprise globalization and subscription billing. Talent for facilitating collaboration and motivating high-performing, cross-functional teams to achieve goals. Innovator who consistently demonstrates how reimagining product boundaries can add significant value for both an organization and its customers.

Areas of Expertise:

- Order-to-Cash
- Financial Management
- Product Roadmap
- Product Strategy
- ASC 606/IFRS15
- Agile Methodology
- Team-Building/Leadership
- Marketing Collateral
- Presentations
- SaaS/PaaS/Big Data

SELECTED HIGHLIGHTS

- Introduced a first-of-its-kind, highly scalable revenue recognition product for the subscription/recurring revenue space, employing big data technologies. Using Apache Spark and Kafka as foundations, the system can evolve to incorporate new data and transformation rules.
- Designed a financial management product to improve overall product/market fit of Aria Systems' subscription billing platform and to replace outdated customized reporting. Using a RESTful API, clients can access all financial transactions in the billing system in a standardized form.
- Addressed customers, prospects, and investors at Monetize 2015 (Aria Systems, Inc.), contributing to securing a strategic partnership with a major international customer.
- Led major cross-product improvements to bolster procure-to-pay and order-to-cash processes in the e-Business Suite. Developments answered trends concerning the elimination of the "four walls" of the warehouse. Heavily used features of the e-Business Suite today.
- Led Oracle's efforts to transition European supply chain customers through successful adoption of the Euro as functional currency. Interpreted EU directives and designed solutions to migrate all e-Business Suite customers in affected countries from national currency units to the Euro.
- Built Credit Memo Rebill facility and prompt payment discounting, improving B2B credit management footprint and providing means to reduced collection cycle times.

PROFESSIONAL EXPERIENCE

Director of Products

2014 – Present

Aria Systems, Inc.—San Francisco, CA

Market leader in cloud subscriptions billing industry, serving such customers as Atlassian, Zipcar, Philips, and Audi.

Own Aria's financial management roadmap. Created financial management product to provide access to financial users and transparency of financial information.

- For subscription billing/IoT, introduced a revenue recognition solution capable of handling massive scale requirements and evolving to meet new accounting standards. Worked extensively with key beta customer to obtain requirements, validate designs, and successfully brought the system into production.

Senior Cloud Solutions Strategist

2014

Oracle Corporation—Redwood Shores, CA

With 420,000+ customers and deployments in more than 145 countries, Oracle offers a comprehensive and fully-integrated stack of cloud applications, platform services, and engineered systems.

Defined capabilities necessary to support Oracle's cloud business during a period of rapid expansion. Led solution strategy for usage-based billing and revenue recognition (cloud metered services and marketing cloud products).

Senior Cloud Solutions Strategist | Oracle Corporation – Continued

Collaborated with Operation teams, including Accounts Receivable, Corporate Finance, Sales Operations, and Deal Management. Communicated newly supported business practices as part of an aggressive roll-out plan.

- Managed integration project, providing functional connection between systems of engagement (Fusion, CRM, Big Machines) and systems of record (Order Management, AR, GL) to complete a robust, end-to-end Order-to-Cash cycle for cloud services.

Product Management Director

2012

OpenBravo— San Francisco, CA | Pamplona, Spain

The premier Open Source ERP vendor on the web.

Provided critical product leadership to assist company in defining its niche. Acted as subject matter expert (SME), bringing knowledge of the financial accounting domain to a developer-heavy organization. Clarified obstacles to customer acceptance. Built product roadmap. Introduced objectives of simplicity, transparency, and control to product design process.

- Played key role in resolving issues for a churning key account resulting in subscription renewal.

Senior Product Strategy Manager | Supply Chain Globalization

1999 – 2006

Oracle Corporation— New York, NY & Redwood Shores, CA

Led complex, cross-functional product initiatives. Organized and trained a globally distributed team of 25 persons, including Product Management and Quality Assurance personnel. Created marketing collateral and presented web-based demonstrations to Sales team and customers. Managed an international team of SMEs in Japan, Europe, India, and Latin America, obtaining essential legal and business background, context, and requirements.

- Defined vision of Oracle's new international trade product, Global Trade Management (GTM). Assessed customer needs, qualified research with industry analysts, and confirmed demand for products.
- Developed successive releases involving critical features (Order Management, Shipping, Costing, Inventory, Procurement, Receivables) used by a majority of E-Business Suite customers.
- Led cross-functional team to execute international transfer pricing and cross-border drop shipment initiative to address needs of a significant number of global customers.

ADDITIONAL EXPERIENCE

Subject Matter Expert, SAP Team | Chiron Corporation – Emeryville, CA 1997 – 1998

Project Manager | Scala Systems, ECE – Budapest, Hungary 1996 – 1997

Consultant | Arthur Andersen & Company – Moscow, Russian Federation 1996

Financial Director | Summit Systems – Moscow, Russian Federation 1994 – 1995

Sr. Accountant, Business Advisory Svcs | Arthur Andersen & Company – Washington, DC 1992 – 1994

VOLUNTEERISM

Bellevue Program for the Survivors of Torture

NY Methodist Hospital Emergency Department

The Gubbio Project

EDUCATION | PROFESSIONAL DEVELOPMENT

University of Maryland —College Park, MD

1991

Bachelor of Science– Accounting | Cum Laude

Certified Public Accountant (CPA) | 1992

The American Institute of CPAs (AICPA) – Member