

Profile

Customer-obsessed technology leader with a proven track record of driving strategy, instilling technical excellence, and developing high-impact opportunities. Diverse career history spanning software development, engineering leadership, technical sales, and product management at both cutting-edge startups and global technology providers. Passionate about enabling organizational and cultural transformation by improving the intersection of people and technology.

Experience

Microsoft

Principal PM Architect | Azure IoT

January 2022 - Present

- Lead product strategy for Azure IoT, defining service architecture and cross-product interactions, managing company-wide coordination efforts, and driving roadmap direction for an organization of over five hundred people.
- Coordinate with operations and sales to ensure effective strategies for revenue, COGS, and new customer acquisition.
- Lead public-facing interactions, presenting at customer roundtable discussions and conferences like Microsoft Build.
- Work with executives to develop and present content for analyst reviews such as Gartner MQ and Forrester Wave.

Global Black Belt Technical Specialist | Azure IoT

December 2020 - January 2022

- Worked closely with strategic Microsoft customers to bring well-architected best practices to their IoT solutions. Led development of customer pilots and worked with engineering to resolve opportunity-blocking customer challenges.
- Drove acquisition of numerous net-new Azure IoT customers, helping customers rapidly bring products to market.
- Led partnerships with strategic IIoT partners like PTC and Rockwell to develop effective cross-solution patterns.
- Worked with product, finance, and marketing teams to define new metrics and customer acquisition strategies.

Technical Architect | Azure App Development

April 2018 - December 2020

- Guided Microsoft customers developing cloud-native applications. Provided architecture and development expertise for designing complex solutions leveraging Kubernetes, microservices, serverless platforms, API gateways and more.
- Led architecture design sessions, workshops, and educational briefings for numerous Fortune 500 companies — driving customer strategies for DevOps adoption and cloud migrations leading to over \$100M in Azure commitments.
- Established a cross-organizational team within Microsoft to learn and share customer engagement best practices.

UniKey Technologies

Engineering Manager | Web Services

May 2015 - December 2017

- Managed a team of developers leveraging cloud-native services to build an IoT platform for physical access control, powering over 1,000,000 devices. Provided technical expertise in architecture, performance, and scalability.
- Developed software to serve over 100,000 persistent, simultaneous WebSocket connections from devices. Implemented actors and asynchronous messaging patterns to efficiently process thousands of messages per second.
- Led development of partner integrations with Amazon Alexa, Samsung SmartThings, Google Nest, and more.

Cloudspace

Lead Engineer

September 2012 - May 2015

- Led development and architecture of numerous customer applications designed for both web and mobile devices.
- Implemented company-wide quality standards and DevOps practices leading to significantly increased productivity.

Software Development Contractor

July 2008 - September 2012

Education

University of Central Florida Bachelor of Science | Computer Science; Information Technology

2010