

## Profile

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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 where people and technology intersect.

## Experience

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### Microsoft

*Principal PM Architect | Azure IoT*

*January 2022 - Present*

- Lead product strategy for Azure IoT, defining 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 solutions. Led development of PoCs and 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 industrial IoT companies, enabling effective cross-solution customer implementation.
- Worked with product, finance, and marketing teams to develop new metrics and customer acquisition strategies.

*Technical Architect | Azure App Development*

*April 2018 - December 2020*

- Led architecture design sessions, workshops, educational briefings, and proofs of concept for numerous enterprise companies — driving their strategies for software architecture, DevOps transformation, and cloud migrations.
- Guided Microsoft customers developing cloud-native applications. Provided architecture and development expertise in designing complex solutions leveraging Kubernetes, microservices, serverless platforms, API gateways and more.
- Leveraged relationships built across multiple organizations to help instill customer confidence in Microsoft's products and services, leading to strategic, significant, and valuable product adoptions and platform migrations.

### UniKey Technologies

*Lead Software Engineer*

*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 WebSocket device connections. Implemented actors and asynchronous message processing patterns to achieve high scalability and handle thousands of requests 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 and Achievements

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**Microsoft** Certified Azure Solutions Architect Expert, Certified IoT Developer

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

2010