

## GENERAL MANAGER, PRODUCT LINE MANAGER CONNECTIVITY

### Summary

Highly-driven General Manager with proven track record of P&L growth, business strategy and portfolio development, engineering management and innovation with 16+ years of experience (22+ years experience including advanced studies).

- Results driven business executive with over 22% CAGR in revenue driving business revenue of >\$200M while improving profitability by 4x and driving cost reduction of 100% with product portfolio.
- Inspirational leader who builds trust, recruits top talent and achieves record growth while driving organizational efficiency and innovation with over 300+ coauthored patents.
- Persuasive negotiator and humble leader driving positive customer engagement and business growth increasing the customer base by 30% YoY.

### Skills

- Semiconductor Industry
- Strategy creation and execution
- RoI and risk analysis
- Portfolio management and roadmap definition
- Global leadership, team building and motivation
- Cross-functional team management
- Innovation and performance improvements
- Customer relationship building and management
- Top talent recruiting, hiring and retention
- Strategic alliances and partnerships, standardization
- Embedded Processing, Networking and MCUs
- Software management, and cost reduction strategies

### Experience

Texas Instruments Inc. | City , STATE General Manager, Product Line Manager Connectivity 02/2020 - Current

- Drive 2.4GHz product line business strategy for short and long term growth and profitability. Grew business at a CAGR of 22% while reducing the overhead by 50% improving profitability by 4x.
- Established clear performance goals and metrics for revenue, P&L, customer service and customer growth. Grew customer count by 30% YoY while improving customer service and resolution rate by 150%.
- Directed worldwide cross functional teams across hardware, software engineering, product and test engineering, marketing, product definition, and applications.
- Built and maintained loyal, long-term customer relationships through executive connections and effective account management.
- Partnered with worldwide sales teams to drive business growth in all regions with increased profitability leveraging internal and external distribution channels.
- Directed worldwide operation and manufacturing teams on strategic investments in process nodes and manufacturing flows to reduce costs and increase profitability.
- Established priorities, team roles and responsibilities to align with corporate strategy and vision.
- Partnered with legal and quality team, and complied with company policies and regulations to prevent rule violations and protect organization from lawsuits.

Texas Instruments Inc. | City , STATE Director of Software Engineering, Connectivity 12/2014 - 02/2020

- Managed 7 different software development teams worldwide and coordinated timing of projects with global teams to attain productive use of resources.
- Developed software development life cycle (SDLC) processes to create high-quality products and customer satisfaction.
- Drove technology roadmap, and created business summaries and justifications for major projects in C onnectivity Business Unit.
- Recruited and mentored over 100 engineering personnel, managers, technical staffing and decided on project team formation.
- Set annual priorities, compensation and mentored senior managers and team leads in resolving conflicts and managing priorities.
- Recommended new technology and ideas to improve sprints and efficiency.
- Managed risks and worked with cross-functional team leads to produce deliverables and meet customer requirements.
- Held weekly staff meetings to help communicate senior management initiatives and drive alignment and focus.
- Provided technical leadership, guidance, and oversight into implementation of product features.

Texas Instruments Inc. | City , STATE Systems Manager and Lead 06/2006 - 12/2014

- Recognized industry-wide expert in Wireless communication, networking and SmartGrid systems across all layers of network protocol and software design.
- Drove TI standardization efforts and product roadmap definition across multiple technologies including LTE, WiMAX, WiFi, BT, SmartGrid Power-Line communication, BLE and 15.4 standards such as Zigbee, Thread and Matter.
- Authored/ coauthored 300+ patents with 119 granted, 9 patent incentive awards, and 33 publications.
- Drove university research and corporate R&D research programs as Senior technologist and senior technical ladder title holder for TI .

### Education and Training

Georgia Institute of Technology | City , State Ph.D. in Computer Networking And Telecommunications 06/2006

University of Texas At Austin | City , State Master of Science in Computer Science 12/2002

Indian Institute of Technology | City Bachelor of Technology in Electrical Engineering 06/2000

### Accomplishments

• Received 2014 "Best of Breed" award for innovation in SmartGrid systems from IEEE SmartGrid Consortium

- People Management: - Optimized overall P&L by 4x by driving efficiency and reducing overhead by 50% increasing revenue per employee to >\$1M.
- Financial Management: - Drove product pipelining and process node alignment for entire portfolio to maximize long term revenue growth and driving cost reduction by 100%.
- Leadership: Recruited and coached over 100 employees as senior director of engineering leading world wide teams to achieve high levels of execution on multiple parallel programs with 99% test automation.
- Innovation:- Drove innovation in all products by authoring over 300+ patents with 119 granted, and 9 patent incentive awards.
- Ranked 143rd out of 300,000 students in IIT joint entrance examination.