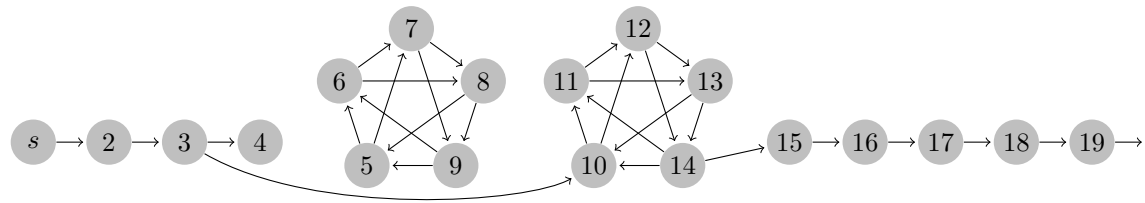


My Personal Statement with a Curriculum Vitae



Personal Details

:: mshastry@ieee.org | (61) 0421 517 196 ::

Professional Memberships

:: IEEE | ACM | Engineers Australia | IET | ASM International ::

My Principles

:: Elicitation | Goals | Clarity | Refactor | Guide | Extend | Design | Reflect ::



My Personal Statement with a Curriculum Vitae

Addressed To :: Leaders & The Board

Pertaining To:: Executive Leadership Responsibility

Dear Sirs or Madams,

I seek roles that require leadership, systems thinking, and communication across science, engineering, and business. My experience spans computer science, strategy, and manufacturing, grounded in physics and mathematics.

My career has traversed defence engineering, industrial systems, and consulting. I have led complex assurance programs aligned with ISO 9001:2015 and MIL-STD frameworks, developed enterprise solutions across the software and hardware development lifecycles, and advised on platform architectures and market design. As Director of Kalman | Systems⁺. I apply mode -based systems engineering and domain-specific abstraction to help clients design sustainable, real-world solutions.

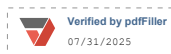
My expertise encompasses industrial automation, business platforms, and strategic technology development. I bring deep insight into manufacturing systems, embedded platforms, and digital transformation strategies. These are backed by a disciplined understanding of lifecycle integration and risk management at scale. I am an active member of IEEE, ACM, Engineers Australia, IET, and ASM International, committed to professional and ethical standards. My involvement in Toastmasters International complements my technical leadership with refined communication and mentoring skills.

"If you want to build a ship, don't drum up people to collect wood and don't assign them tasks and work, but rather teach them to long for the endless immensity of the sea."

Antoine de Saint-Exupéry

I value mission clarity, professional ethics, and structured thinking. My systems-driven mindset enables me to deconstruct complexity and deliver coherent, cross-disciplinary outcomes. I would welcome the opportunity to contribute this approach to your organisation's objectives. I approach every opportunity with the same didactic ethos. Should one arise, I would welcome the chance to thank you in person for your consideration.

Mahesh Shastry



Regards,

Mr. Mahesh Shastry

M.S. | 2025 | *Anno Domini*

Antoine de Saint-Exupéry Often paraphrased from *Citadelle* (translated as *The Wisdom of the Sands*), trans. Stuart Gilbert, Harcourt, Brace and Company, 1950, p. 70.

My Personal Statement with a Curriculum Vitae

PROFESSIONAL SUMMARY

- Results-driven professional with extensive experience in consulting, system design, and solutions delivery to support pre-sales and sales initiatives.
- Proven ability to help clients adopt new technologies through effective training programs and seamless product integration.
- Skilled in leading cross-functional teams and translating business requirements for technical teams, ensuring projects are delivered on time and within budget.
- Accomplished at providing long-term solutions and navigating complex integration and regulatory challenges, resulting in improved client adoption and satisfaction.

ACHIEVEMENTS

- Amplified market penetration by 15% within 6 months by spearheading the discovery of new projects in the electric vehicle market and long-term electrification of trucks at CAN Automotion.
- Achieved a 30% increase in market share by playing a key role in market development for ARM software development tools at Embedded Logic Solutions.
- Increased client satisfaction by 90% through the provision of technical consulting services on enterprise solutions at City Systems, significantly improving customer experience.

PROFESSIONAL EXPERIENCE

Kalman Systems Pty Ltd – Owner

2022 – Present

Kalman Systems delivers technology-agnostic, scalable solutions across Medicine, Environment, and Finance. We enable business outcomes through expert partnerships, practical knowledge transfer, and risk-managed, outcome-driven engineering.

CAN Automotion Pty Ltd – Business Development Manager

2022 – 2023

Secured new clients by leading pre-sales to post-sales with strong technical engagement; partnerships; and strategic alliances. Drove market development across NSW and QLD; including defence; covering mobile automation; EV systems; Embedded Design, Data Science, Analytics; Embedded protocols (Fieldbus Techniques i.e EtherCAT, CANopen); and custom robotic solutions.

- Generated a 15% growth in defense sector revenue by crafting compelling presentations and tailored automation solutions for clients in the military domain.
- Contributed to a 15% increase in international revenue by establishing strategic partnerships in the electrification and automotive technology markets.

Embedded Logic Solutions Pty Ltd – Business Development Manager

2021 – 2022

Collaborated with defence sector clients to drive sales and product design; developed markets across ARM-based tools, embedded platforms, industrial networking (CAN, Fieldbus), 3D micro-fabrication, PCB prototyping, and R & D manufacturing solutions.

- Increased the sales pipeline by 25% within one year by cultivating new customer relationships and expanding into previously untapped market segments.
- Secured major defense contracts (approximately 10% growth in contract wins) by developing comprehensive project plans and compelling tender documentation.
- Identified emerging market opportunities and forged strategic partnerships, contributing to a 25% increase in overall annual revenue.

My Personal Statement with a Curriculum Vitae

Department of Defense (Australia) – Engineering Manager

2020 – 2021

Oversaw engineering and technical assurance requirements for defense projects, ensuring full compliance with ISO 9001:2015 quality management standards. Provided technical direction and governance to internal stakeholders to maintain rigorous engineering practices and documentation.

- Successfully obtained ISO 9001:2015 certification for the engineering division, leading to improved quality assurance processes and stakeholder confidence.
- Improved support for mission-critical systems by facilitating a smooth transition of projects from acquisition phases to long-term sustainment.
- Enhanced quality assurance through the development of new verification methods for the Recognized Quality Organization's (RQO) processes.
- Reduced project delays by 10% by proactively identifying engineering process bottlenecks and implementing targeted improvements.
- Maintained ongoing compliance with strict ISO standards by developing and updating key process artifacts and technical documentation.

City Systems Pty Ltd – Systems Engineer

2015 – 2020

Monitored and maintained the health and performance of clients' IT infrastructures. Designed and implemented robust engineering solutions and security systems, while providing technical consulting services to a diverse client base.

- Decreased client network downtime by 90% through the deployment of a comprehensive Zabbix network monitoring system.
- Achieved a 60% improvement in overall system reliability by conducting a feasibility study and upgrading critical infrastructure for high availability.
- Ensured data safety and regulatory compliance by designing and implementing redundant backup solutions and advanced security protocols.
- Mitigated security threats and reduced breach likelihood by 80% by introducing innovative cybersecurity measures and continuous system audits.

EDUCATION

- **Master of Electrical Engineering (60% completed)** – University of New South Wales & University of South Australia
- **Bachelor of Engineering (Electrical and Electronic, Honours)** – Flinders University of South Australia
- **Bachelor of Science (Biomedical)** – Flinders University of South Australia
- **Diploma in Business & Diploma in Business Development**

Training & Development:

- Competitor, ACM International Collegiate Programming Contest (Association for Computing Machinery, USA).
- Recipient, Commonwealth Scientific and Industrial Research Organisation (CSIRO) Scholarship for research in materials science.
- Research Project in Materials Science – Coating techniques for functionally graded aluminum/silica materials (Flinders University).

My Personal Statement with a Curriculum Vitae

- Engineering Traineeship, BMW (Munich/Dingolfing, Germany) – Training in statistical process control for gear and differential manufacturing, acoustics design, and quality engineering.
- Freescale Semiconductors Scholarship – Involved in chip IP design with analysis of processor threading and clock tree optimization for communication processors.

SKILLS

Leadership

- Led cross-functional teams in large-scale technology implementation projects, ensuring delivery within strict budgets and timelines while maintaining high morale and accountability.
- Mentored and developed team members through formal training and continuous feedback, fostering a culture of growth, transparency, and excellence.
- Active in leadership development initiatives (e.g., Toastmasters Leadership Pathway), continually refining leadership techniques and team-building skills.

Communication

- Excellent communicator with experience delivering technical presentations and client proposals, and adept at negotiating with C-level stakeholders and partners.
- Strong public speaking and interpersonal skills honed through Toastmasters and extensive client-facing roles, enabling effective communication with both technical and non-technical audiences.
- Proven ability to translate complex technical information into clear, actionable insights for decision-makers, facilitating better understanding and collaboration.

Technical

- Broad engineering background spanning IT infrastructure, software and hardware systems, and product development, allowing a deep understanding of complex technical ecosystems.
- Hands-on experience implementing robust technical solutions (e.g., enterprise monitoring systems, high-availability architectures, cybersecurity frameworks) that improve reliability and security for clients.
- Strong knowledge of industry standards and best practices (including ISO 9001:2015 quality systems), ensuring technical rigor, compliance, and continual improvement in all projects.

MEMBERSHIPS

Member of **IEEE** (Institute of Electrical and Electronics Engineers, USA), **ACM** (Association for Computing Machinery, USA), **Engineers Australia**, **IET** (Institution of Engineering and Technology, UK), and **ASM International**. (*Active memberships since 1998.*)

INTERESTS

Reading and continuous learning (active in the Goodreads community); Public speaking through Toastmasters International™ and providing mentorship; Exploring emerging Science and Industries, Market and Business Design.