

SUMMARY

- Product management professional with 10+ years of experience in building and launching software solutions that make enterprises more successful through better communication and collaboration.
- Proven track record in leading cross-functional product teams from ideation to successful product release at industry-leading communications companies (Cisco and WebEx) and small technology start-ups.
- Equally capable at defining successful product strategies and leading a productive product requirements or user interface design discussion.

PROFESSIONAL EXPERIENCE

Jabze, Sunnyvale, CA (Head of Product)

Aug 2013 - present

Drive product innovation and go-to-market execution for a new disruptive mobile communication platform for business.

ConnectSolutions, San Francisco, CA (Director, Product Management)

2011-Aug 2013

Owned product strategy, product roadmaps and product life-cycle management of ConnectSolutions' Unified Communications product portfolio.

- Established a strong product management culture in a young product management organization
- Introduced a new product portfolio management process which significantly improved prioritization and execution
- Developed a business case and obtained executive leadership approval for the launch of a new cloud-based Unified Communication product line
- Spearheaded efforts of a cross-functional team that launched ConnectSolutions' Managed Private Cloud for Microsoft Lync
- Championed the idea of the ConnectSolutions Experience; a Software-as-a-Service (SaaS) application delivery framework

Cisco Systems, San Jose, CA (Manager, Product Management)

2007-2011

Spearheaded product team for Cisco cloud applications. Lead solution prototyping efforts.

- Collaborated with executive team on defining the product roadmap for a new Cisco business unit. BU had the charter to build a new open platform for delivering collaborative business solutions from the Cloud. Group was spearheaded by WebEx's co-founder S. Iyar
- Led large cross-functional team that developed and released Verizon Collaboration Center, a cloud-based collaboration solution for small businesses (built on Cisco's own platform)

- Developed the concept of a cloud-based collaboration solution for crisis management teams (Virtual Emergency Operations Center). An application prototype was demonstrated to John Chambers, CEO of Cisco, and the Cisco executive crisis management team

WebEx Communications, Santa Clara, CA (Sr. Product Manager)

2004-2007

Lead product requirements definition, development and release of a new family of innovative instant messaging & collaboration solutions.

- Defined requirements and delivered WebEx Connect 1.0, Cisco's enterprise instant messaging & team collaboration solution (includes client and platform components)
- Spearheaded a large product team consisting of employees from WebEx and America Online that released a new business IM product called "AIM Pro" (2 million users Aug 08)
- Co-authored patent application "Methods and Apparatuses for Managing Resources Within a Virtual Room" Serial #: 11/549562 and "Methods and Apparatuses For Selectively Removing Sensitive Information During A Collaboration Session" Serial #: 11/805764

WebEx Communications, Santa Clara, CA (Product Manager)

2003-2004

Took ownership of WebEx Meeting Center productivity tools and aggressively drove adoption

- Completely revamped WebEx Productivity Tools after an in-depth analysis of the competitive landscape and customer requirements which resulted in significantly higher customer adoption
- Added several new components to the WebEx core application suite and successfully introduced them to market, including a persistent WebEx desktop client (WebEx OneClick) and a WebEx Integration to IBM Lotus Notes. The WebEx OneClick client helped win several big enterprise deals in fiscal year 2004

Agilent Technologies, Palo Alto, CA (IT Service Manager Messaging Services)

1999-2003

Hewlett-Packard GmbH, Germany (IT Program Manager Messaging Services)

1996-1999

EDUCATION

Fachhochschule fuer Technik und Wirtschaft, Reutlingen, Germany

1992-1996

Diplom Informatiker (FH) – 4 years of intense study

Major: Computer science Minor: Business administration

PATENTS

[8301699](#) / Dynamically enabling features of an application based on user status

INTERESTS

Contemporary design & architecture, Aviation (private pilot license), Sailing