Ramya Swamy

Product Manager, ex-founder, MIT alum

ramya@alum.mit.edu | +1 (603) 459-3131 | Emeryville, CA

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA | *B.S MechE with Product Design Specialization, 2014*

PROFESSIONAL EXPERIENCE

3D Fab Light   **Aug 2020 – Feb 2024**
Vice President   Oakland, CA

- Co-founded and scaled advanced manufacturing product line (as founding employee to Vice President), growing revenue to $5M with Fortune 500 customers including Amazon, Disney, Ford, and Tesla
- Built and mentored cross-functional team of 10 across engineering, product, sales, and customer success, establishing organizational structure and leading product vision processes from the ground up
- Led digital transformation of sales and marketing organization through HubSpot CRM implementation, driving metrics-driven customer acquisition across paid, event, and channel programs

3D Fab Light   **Feb 2018 – Feb 2024**
Technical Product Manager   Oakland, CA

- Planned and executed product roadmap for technical laser CAM software for metal fabrication - 500+ users
- Responsible for setting and delivering long-term and short-term strategy including KPIs, product positioning, product roadmap, P&L projections, YoY growth targets, and cash flow planning for production
- Managed cross-functional development team and software contractors through 2-week sprint cycles
- Set up engineering processes including JIRA deployment, sprint management, and code versioning standards
- Met with end-users regularly to align product roadmap, customer need, and software development priorities
- Built and managed relationships with external software contractors to develop custom CAM software, including creation of UI mockups and API specifications

3D Fab Light   **Nov 2016 – Feb 2020**
Product Engineer   Oakland, CA

- Led development of company's first IoT platform with Node.js/SQLite architecture, reducing service setup time by 80% through wireless file transfer and remote diagnostics
- Architected, designed, and implemented intuitive user interface, reducing machine onboarding from 1 week to 30 minutes and eliminating $20K per-customer training costs
- Developed customer support portal and internal ECO/ECR system using Trello and Zapier automation for hardware and software products

Otherlab   **Feb 2015 – Nov 2016**
Design Educator   San Francisco, CA

- Designed open-source hardware and software solutions, including a minimal Arduino clone and custom PCBs
- Collaborated with educators and makers to develop accessible technical documentation and learning materials
- Built proof-of-concept prototypes that led to founding of 3D FabLight, focused on democratizing advanced manufacturing

LEADERSHIP & ACHIEVEMENTS

- Board Member and Vice President, 3D FabLight
- Selected as MassChallenge Finalist from pool of 1,600+ companies
- Product Design Course Staff at MIT
- Featured Speaker and Exhibitor at Maker Faire NYC
- STEM Education Volunteer, teaching programming to 500+ K-12 students

TECHNICAL SKILLS

- *Product Management:* Strategic Planning, Executive Communication, User Research, Roadmap Development
- *Development*: Node.js, JavaScript, Python, HTML/CSS
- *Design*: Figma, Canva, Sketch, Adobe Illustrator
- *Project Management*: Asana, Notion, Jira, Airtable, Trello, Google Workspace