

2011-2013

team development performant teams customer success loval customers user experience data visualization team turnaround core values

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seemantk

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fin seemantk **Engine Yard, Inc.** 

directorcustomer support | business managersupport & services

- » defined packages & pricing for Customer Support & Professional Services offerings.
- rewrote & optimized customer support website for human & search engine visitors.
- implemented SOC-2-compliant Customer Support Policy.
- turned 30-member remote/global team from high-attrition to high-performance.
- effected 100% paid-support coverage across customer base within 8 months.
- maintained 98% customer satisfaction & 97% employee satisfaction within 6 months.
- achieved quarterly 15% growth in premium-tier upsells within 20 months.

executive product management

- defined, prioritized & communicated roadmap for flagship PaaS (cloud) product.
- reintegrated feedback & QA into development & release processes.
- introduced predictable/cadenced release cycles into agile development workflow.

#### 2005-2011 Brontes Technologies, a 3M company

foundercustomer support | managerglobal integration

- » created customer service at inaugural launch of 3D oral scanner (medical device).
- assembled cross-functional alliances, teams, procedures & processes.
- scaled & localized support staff & logistics to cover US, EU and APAC regions.
- ensured smooth adoption of technological disruption to traditional dental workflows.
- implemented regulatory compliant customer support & product improvement cycles.
- represented voice of dentists & labs into product strategy & roadmap.
- team members nominated/awarded 3M Pyramid of Excellence 3 years in a row.

senior engineersystems engineering | interim leadit

- » developed image capture routines for (1<sup>st</sup> generation) real-time 3D-video oral scanner.
- architected secure data POC framework for dentists, labs, & fabrication centers.
- modernized development tools, environments, & workflows.
- hardened & secured IT infrastructure (auth/auth, network, systems, services).

#### 2002-2007 **Gentoo Linux**

pre-launch

managerdevelopment | manageroperations

- » introduced triage process for timely & efficient handling of user issues.
- » lowered technical & procedural barriers to entry for user-community involvement.

» held together & rebuilt developer team following mass attrition due to project split. &

- structured (functionally & logically) rapidly growing global organization.
- grew 100% volunteer development team from 15 to 250 within 24 months.
- installed user base grew from 750 to 1.5 million in 24 months.
- Distrowatch's 5<sup>th</sup> most popular Linux distribution for 4 consecutive years.



2003-2007

### **Gentoo Linux Project**

- » liaised with corporate sponsors & partners.
- re-elected 3 times, served 3 times on 7-seat council.

#### 2003-2006 **Gentoo Nonprofit Foundation**

founding trusteeboard

- » legal counsel liaison during 501(c)6 status filing.
- re-elected 3 times, served 4 times on 11-seat board.



2013	Are you your own customer? * Silicon Valley Code Camp	speaker
2012	Passion, Happiness, Programming <sup>ℯ</sup> Hamburg PHP Users Group	guest speaker
2005	<b>Try open source, Try Gentoo Linux</b> FOSS.in conference at bangalore, india	keynote speaker
2002–2005	<b>LinuxWorldExpo, GDC &amp; CES conferences</b> booth presence & breakout sessions.	representative

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2003–2005	Gentoo Developer's Handbook	author & editor	
	documentation of Gentoo's core values, including standards, policies & procedures.		
2003-2005	Gentoo Recruiter's Handbook &	author & editor	
	hr manual/procedures for recruitment & retirement of Gentoo developers.		
2004	USE flags in Gentoo &	author & editor	
	tutorial about one of Gentoo's key strengths around user customization.		
2004	Gentoo Initscripts Guide <sup>&amp;</sup>	editor	
	user guide for Gentoo's dependency-based init system & scripts.		

# **T**V**ü**

2008	<b>3M</b> peer-nominated "business unit award for outstanding ac	pyramid of excellence3M Dental chievement."
1999	Rochester Institute of Technology academic & living expenses to perform thesis research.	research assistantshipHewlett-Packard
1989–1994	University of Rochester academic expenses; merit-based.	scholarship <b>Genesee</b>

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2000	Rochester Institute of Technology thesis: "Image Processing with Cellular Neural Networks" focus: artificial intelligence	m.s candidate <b>computer science</b>
1994	University of Rochester minor: economics certificate: management	b.s.optics
1979-1989	International School of Lusaka (Zambia) majors: physics, economics	high school <b>gcse &amp; o'levels</b>