

# Tony Zhou

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## EDUCATION

**UC BERKELEY** | BS BIOENGINEERING

Berkeley, CA | Aug 2013

**UNIVERSITY OF SOUTHERN CALIFORNIA** | MS ELECTRICAL ENGINEERING

Los Angeles, CA | Dec 2014

## EXPERIENCE

**RUBRIK** | SENIOR PRODUCT MANAGER

Palo Alto, CA | Dec 2018 - Present

- Owned end-to-end file protection for NAS, Windows, and Linux platforms
- Collaborated with pricing and marketing teams to define go-to-market strategy for file protection products
- Won the Partner Impact award for building Rubrik-NetApp partnership and driving product development and integration
- Created webinars and podcasts on Rubrik products as outbound marketing collateral
- Presented at EBCs and onsite with customers on Rubrik product portfolio

**NETAPP** | PRODUCT MANAGER

Sunnyvale, CA | Jan 2015 – Nov 2018

- Product manager for FlexGroup Volumes and NAS protocols (NFS, SMB)
- Educated sales teams and customers on business value and technical advantages of NetApp technologies
- Interviewed customers to collect use cases and write requirements
- Tracked metrics on product adoption and create presentations on state of the product

**LAWRENCE BERKELEY NATIONAL LABORATORY**

Berkeley, CA | June 2011 – Aug 2013

## SKILLS

PROJECT MANAGEMENT

Jira, Confluence

METRICS AND DATABASES

Tableau, SQL, Snowflake, HiveQL

PROGRAMMING LANGUAGES

Python, Java

DESIGN TOOLS

Abstract, Adobe Design Suite

PRAGMATIC MARKETING CERTIFICATION

Level III

## PROJECTS

**SNAPDIFF IN RUBRIK CDM** Coordinated efforts between Alliances, Engineering, and Legal team to define the scope of NetApp SnapDiff integration in Rubrik's products. Took the project from PRD to released feature in the span of 5 months. Created outbound and inbound collateral to educate customers and sales teams on feature capabilities.

**RUBRIK NAS DIRECT ARCHIVE** Created internal tools and documentation on the Direct Archive feature to educate sales teams and partners. Tracked license sales and consumption metrics and utilized the data to create a new pricing and packaging model.

### OPENLDAP SUPPORT IN ONTAP

Gathered feedback from multiple customers to define requirements for OpenLDAP authentication. Coordinated with engineering leadership to determine scope of project. Successfully delivered feature to facilitate refresh and new sales with large enterprise accounts.

### SMB MULTICHANNEL

Quantified addressable market size from implementing SMB Multichannel. Presented business impact to leadership to gain endorsement of project. Specified performance metrics and benchmark goals. Coordinated early technical previews for beta customers.