

Summary

Strong product executive with CTO background. Experience building high growth products into profitable businesses. Specialize in determining customer need through customer development, data-informed decision making, and rapid iteration. Systems thinker.

Skills

Technical

- Ruby, Rails, RSpec, ActiveRecord
- SQL, PostgreSQL
- Javascript, Ember.js
- Test Driven Development (TDD)
- Heroku, AWS
- Embedded C/C++, Particle Firmware
- iOS

Product Management

- Customer discovery
- Roadmap stewardship
- Engineering collaboration
- Deriving insights through data
- Redefining requirements to increase product velocity and simplify implementation

Cross Functional Leadership

- Communicating vision
- Managing P&L
- Supercharging sales and marketing through product development
- Recruiting and employee management
- VC Fundraising

Experience

Product Manager

September 2019 – July 2020

Stripe

San Francisco, CA

- Lead product strategy and roadmap for all multi-currency (FX) product experiences.
- Implemented metrics to align the team around customer impact and business contribution.
- Worked closely with sales account executives to propose technical solutions or distill new feature requests.

Co-Founder/CTO

December 2013 – May 2019

Tule Technologies (Khosla Ventures and Bloomberg Beta)

Oakland, CA

Technical responsibilities:

- Built initial version of product that helped us secure early customers and acceptance into YC (customer web app, data processing pipeline, sensor hardware, sensor firmware, and internal management tools).
- Hired and managed engineering, product, field technician teams.
- Stewarded product roadmap and engineering queue.
- Lead software architecture, reviewed pull requests, and individually contributed to codebase.

Business responsibilities:

- Lead angel and seed fundraising process to secure \$2M funding from YC, Khosla Ventures, and Bloomberg Beta Ventures
- Recruited all non-founder key executives.
- Managed investor relations during growth phase.
- Managed accounting, financials, and taxes, and P&L.
- Responsible for cashflow forecasts and spending controls.

Founder/CEO

June 2012 – December 2013

FieldCheck (Bootstrapped)

Napa, CA

- Built initial product including iOS app, server backend, ember.js client, website, billing integration, and login authentication.
- Managed feature development prioritization with focus on validating product market fit hypothesis (inspired by Lean Startup movement).
- Initiated and fostered relationships with agricultural customers including Syngenta, GreyStripe, and LlanoSeco.
- Sold to a major customer who plans to convert the product into a proprietary internal service.

Founding Engineer

December 2008 – June 2012

Zoodles (Harrison Metal)

Mountain View, CA

- Responsible for large portion of initial product including website, parental controls, educational ontology modeling, educational game curation platform, customer email lifecycle, signup flow optimization, Chrome app client, and much more.
- Implemented infrastructure for data driven product improvement and scalability including instrumentation framework to understand customer behavior, A/B split tests, NewRelic integration, and production deployment automation.
- Grew to be #1 app for kids in the Android Play store.
- Acquired by HTC for \$13 million.

Education

MS Computer Science and BS Computer Engineering

2001-2007

Cal Poly

San Luis Obispo, CA