

CAREER
SUMMARY

Executive product leader and senior manager experienced in taking technology from lab to product and solution stage and successfully productizing new technologies for consumers and enterprises. Leadership of international teams, business development and buildout of complete customer pipeline. Strategic engagement of marketing and technical resources, media execution at scale for global brands. Mass media and PR experience with proven results. Track record of scaling businesses and managing \$100M P/L. Cradle to grave software team expertise, product management leadership, IOT solutions strategy.

Highlights:

- 10+ years accelerating IOT and AI product innovation for Microsoft, Intel, ASAPP
- Ownership of \$100M product lines with multi-lingual worldwide deployments
- Experienced practitioner: AI, ML, IOT, biometrics, blockchain, decentralized identity
- Media expertise: Product launches in major media: *NY Times, Wall Street Journal, etc.*

VENTURE
MANAGER

Momenta Ventures **2020 - present**

Principal Partner **Startup Advisory Practice**

Startup advisory professional, partnering closely with IOT industry entrepreneurs on go to market strategy, product roadmap, funding and finances and new product initiatives. My team accelerates the time-to-value of digital industry disruptors. Core value added to over 100 IoT deals and my firm has invested in 40+ companies, with multi-million-dollar exits.

SURE ID / Identity Locker **2018 - 2020**

CEO / GM **Biometrics / Identity / IOT**

Growth and transformation leader for discrete business unit delivering nationally certified biometric enrollment, AI and IOT infrastructure for identity solutions worldwide. Design of custom IOT hardware (patents filed), new proprietary AI software stack and stringent security mechanisms compliant with both federal (FBI) and global standards (UK, EU). Ownership of \$100M P/L and direction of global sales team, marketing and rebranding. Direction of product roadmap, product delivery and marketing in nationally distributed IOT system with biometric authentication and real-time AI components. Outperformed \$40M revenue target, landed global accounts and transitioned business to Goldman Sachs.

EXECUTIVE
LEADER

INTEL **2012 - 2018**

Senior Solutions Director **IOT, Edge Computing**

Technical solutions director for combined set of IOT offerings, including Context Sensing SDK, Computer Vision SDK, and additional delivery of multi-phased IOT and edge computing product solutions. Led all product management functions for Intel's contextual intelligence system for IOT, retail, manufacturing and healthcare verticals. Co-created Intel Context Sensing SDK in collaboration with major IOT partners. Direction of technical engagement team, including technical conferences leadership: *Intel Dev Forum, Google I/O Day Zero*, etc. Launched innovative IOT services and multi-platform Intel Context SDK, now delivered on 90M+ devices. Partners: Asus, Dell, HP, and Apple.

PRODUCT
DIRECTOR

PARC (Xerox) **2011 - 2012**

Principal Product Unit Manager **AI / ML / NLP**

Directed product team that created new semantic and machine learning (ML) platform to analyze personal comms across platforms, deliver enterprise-ready communications solutions, deliver ML-driven insights to end-users on mobile and desktop app clients for Windows, Outlook, Android, iPhone. Led product management, marketing, public launch go-to-market plan, coordinated seed and VC funding outreach, patent/IP initiatives.

TECHNOLOGY
INNOVATOR

