

SIDDARTH NARAYAN

PRODUCT ENGINEERING EXECUTIVE

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Rapid Promotions at Technology Trailblazers: Advantech, Databricks, VMware, & SAP

High-energy business partner offering robust blend of industry insight and technology acumen – driving strategic decisions by evaluating complex solutions aligned with financial parameters. **Game-changing approach to product commercialization**; achieves up to 44% single-year growth from strategic vision for full product lines, enabled by exacting development practices and engineering standards. C-suite collaborator and cross-functional head for teams in the US, Romania, Malaysia, and India.

Market-Leading Software Quality & Scalability • Blockbuster Products

Architectural Innovation • Quality Metrics • P&L • Offshore Teams • Big Data Analytics

- **11 Consecutive Quarters of Profit:** Reversed P&L issues upon promotion to Senior Director at Advantech; resolved deployment overages by partnering with customers on rollouts and common feature set strategy. Presented product advantages with Global Chairman at Techno-World 2021 Summit, attracting influx of customers.
- **Technology Direction:** Spearheaded big data analytics product transition from on-premise to cloud, reducing customer onboarding 70%+ via hosted architecture (eliminating custom engineering).
- **Innovative ERP Startup:** Led technology and product strategy for ERP solution integrated with mobile devices (*the first of its kind*). Grew valuation 34% with ground-floor development and agile teams.
- **VMWare Team Buildout:** Built and mentored Customer Advocacy team (now in \$67M BU).

Engineering Career Progression • Value Impact

Advantech, San Jose, CA 2018–Present

SENIOR DIRECTOR, PRODUCT DEVELOPMENT & ENGINEERING

Transformed Languishing Prototype to \$460M Product • Hired & Developed Exceptional Teams
Served as Product Evangelist & Keynote Speaker • Set Stringent, Industry-Recognized Benchmarks

P&L Oversight (Product Strategy, Development, Delivery) in \$2.4B Wholesale Demand Response Product Line
Product Development, Delivery, & Support Strategies for Next-Generation Demand Response Software

Drive business and technology strategy as direct report to COO, transitioning early-stage prototype to mature product in collaboration with CTO. Forge sustainable customer relationships, influence conversions and presales results, foster engineering teamwork, and increase ROI with cost efficiencies. Issue high-accuracy product forecasts; administer budgets and financial requirements. Direct 42 engineering reports (Romania and US) and manage \$78M budget.

- **Growth Imprint:** Elevated Advantech to #2 market ranking by developing and deploying Demand Response product at global customers (*now running 38%+ of all US electricity*). Promoted offering at World AI IoT Congress.
 - Evolved and scaled product – navigating undefined market and changing requirements; outpaced margin goals.
- **Software Quality:** Increased quality (with 40% fewer patch releases); expanded product performance 430%.
- **Business & Technology Leadership:** Influenced acquisition with instrumental role in product line expansion, attracting buyout from global technology suitor.
- **Team Output:** Elicited 40% additional productivity by training offshore developers in desirable features and monitoring defect rates.

KEY CUSTOMER & INDUSTRY ANALYST FEEDBACK

“Demand Response allows us to focus on growth without concern.”

“Before Siddarth, we modified products for scalability... this is no longer needed! Our first release also provided 15% in net efficiencies.”

“Advantech’s quality has risen 4X in the last quarter alone under new Demand Response development.”

Databricks, Cupertino, CA 2013–2018

DIRECTOR OF TECHNOLOGY

Won 4 Promotions for Expert Architecture, Quality Engineering, Customer Relations, & Product Design

Product Direction, Performance Improvement, Scalability, & Quality Administration for \$42M in New Development

Managed development for core product components at VC-backed Big Data analytics startup – fielding customer feature requests and leading transition to SaaS solution. Drove post-merger integration for product line (Demand Forecasting, Store Operations Optimization, Demand Signal Repository, and predictive inventory detection) into retail product suite; retained upon Redash acquisition as chief product architect. Supervised 10-15 reports (US and India).

- **Architecture Strategy:** Led time, revenue, and cost improvements of impact to sales, directing migration to SaaS-based architecture from on-premise enterprise licensing; served as primary conversion architect.
- **Revenue Results:** Cultivated **24% new growth** with architecture for integration into retail notification application – increasing mobile device inventory alert accuracy 35% with switch to real-time data.

INDUSTRY ACCOLADES – DIRECTLY RELATED TO ARCHITECTURAL CONTRIBUTIONS

“Databricks continues to eclipse even predecessor Apache Spark with new, hosted SaaS capabilities.” – *Computerworld*

“We’ve rated Databricks’ new Unified Data Analytics platform a ‘must-buy’ for enterprise environments.” – *Tech Weekly*

VMware, Palo Alto, CA 2005–2013

TECHNICAL DIRECTOR; RELEASE MANAGER

Built High-Impact Release Management & Development Plans • Managed Offshore Teams (India, Malaysia, US)

Technology Architecture, Development Standards, & Release Administration Among Remote Teams

Oversaw multiple product line design, development, and delivery tasks at award-winning cloud computing and virtualization technology company, with an eye for cost efficiencies. Oversaw 15 team members in 3 locations. Assisted in hiring software engineering resources. Identified and led cost-saving product line consolidation prior to division spinoff.

SAP, Santa Clara, CA 2002–2005

TECHNICAL PROJECT LEADER

Served as Primary Technical Lead & Developer • Led QA & Development Teams Upon Qualtrics Acquisition

Product Design & Architecture, Engineering Development, & Post-M&A Team Integration

Held authority for SAP ERP database improvements, redesign, and next-generation enhancements, with charter to assess emerging technologies for potential integration. Directed cross-team resources in product support. Produced improvements to metadata-driven upgrade module, with SOA redesign and changes to expose APIs as web services.

Education

MBA in Software Engineering

Carnegie Mellon University – Tepper School of Business, Pittsburgh, PA

Masters in Engineering

University of California, Berkeley, CA

Bachelor of Science in Engineering

University of Delhi, New Delhi, India

Project Explanation

Siddarth was a longtime software engineer who wanted to remain in a chief architect or hands-on engineering leadership role (vs. rising to a Chief Technology Officer position). Therefore, I placed specific emphasis on his background in product engineering in relation to both product features and revenue – including industry publication quotes (showcased in text boxes, as these would not be critical data for ATS to pick up) and metrics on company growth.

His career included roles affecting high-profile product suites at well-known tech giants, which were called out immediately above the summary. These names alone are likely to play prominently in his next engineering position.

Because he also wanted to stay in Silicon Valley, I made sure to note his location in the contact line, with emphasis on the related cities associated with his work.

While not intended to be a “colorful” résumé, the document employs strong blue with knockout text to call attention to Siddarth’s influence in designing and developing well-known product suites.