ROSHAN HAKIMI
GAMING SOFTWARE EXECUTIVE

Delivering Award-Winning, Market-Dominating, Patented Technology Products for International Markets

Las Vegas, NV | 555-555-5555 | rhakimi@outlook.com | LinkedIn.com/in/roshan-hakimi

Gaming innovation executive, international thought leader, and mastermind behind multiple market-disruptive, globally-acclaimed gaming technology products for start-ups and large enterprises. 20+ years of visionary leadership, quarter backing teams of hundreds of creators that pioneered wildly popular games for markets around the world. Known for assembling and directing several companies' most profitable teams. Champion of design thinking and agile methodologies to power rapid, first-to-market development.

CORE COMPETENCIES

- Innovation Management
- P&L Management
- Strategic Planning
- Technology Strategy
- Product Strategy
- Product Development
- Product Management
- Go-to-Market Strategy
- IT Governance
- Team Leadership
- Project Management
- Software Development
- User Experience (UX) Design
- Risk Management
- Change Management
- Regulatory Compliance
- Budget Management

EXPERIENCE

Scientific Games Corporation– Las Vegas, NV   June 2014 - Present

Publicly-traded American corporation that provides gambling products and services to lottery, gambling, social, and digital organizations worldwide. ~$3.36B annual revenue; ~9,500 employees globally.

Vice President, Gaming Software Development
$300M P&L | Team of 200+ People | ~$17M Operations Budget | Varying Capital Budget

Spearhead game development for North America, one of the most lucrative and fastest-developing gaming markets, and lead 6 game development studios across the U.S. and Canada. Drive profitable product and technology innovation strategies backed by market analyses and competitive intelligence. Head portfolio governance and planning and execution of product portfolios, roadmaps, and projects. Steer budget optimization, acquisition integrations, and organizational development. Mentor employees from cross-functional departments as part of company's Momentum Program.

- **Sharpened the company's competitive edge and turned the market on its head by inventing a lucrative new vertical.** Created a new agile team that digitized a Kentucky Derby-type of gaming technology.
- **Generated 20% growth in an underperforming market.** Rebuilt the team and galvanized a culture shift. Devised a new strategy and led development of an innovative platform and launched on west coast. On track to roll out across North America and South Africa in early 2023.
- **Paved the way for a market takeover** by expanding market turnaround strategy and engineering next-generation product hailed by Games comas the "Gambling Technology of the Future" with 3 patents pending.
- **Laid the foundation to regain top share in a declining market, dislodging a fierce competitor.** Overhauled the team and culture, formed new market strategy, and produced new platform with 2 patents pending. Scheduled for launch in 2023.
- **Advanced team capabilities.** Reorganized department to prioritize software innovation and new markets and led transition to design thinking and agile methodologies.
- **Consistently maintained minimal attrition through multiple mergers,** as an empowering leader and champion of open communication, a collaborative culture, coaching, and mentoring.

Bally Technologies– Reno, NV   Dec 2007 - June 2014

Now a subsidiary of Scientific Games Corp. A gaming technology developer focused on the casino gaming industry.

Senior Director, Game Development	2012 - 2014
Senior Manager, Game Development	2009 - 2012
Manager, Game Development	2007 - 2009

Retained after Sierra Design Group's acquisition by Bally Technologies and advanced through multiple fast-track promotions. Envisioned and managed product strategies and road maps for software used in multiple types of gaming. Oversaw regulatory compliance at the state and federal levels from the perspectives of owners and operators.

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➢ **Built and evolved team into the most profitable in the company, delivering $100M in products in 3 years.**

➢ **Introduced award-winning, patented products to market,** including industry's first digital button panel on gaming machines and new games leveraging cutting-edge hardware. Garnered industry innovation awards, earned 2 patents, and drove team that secured 10+ patents.

➢ **Broke company into the government sector as a premier product provider.** Negotiated partnerships with organizations in Oregon, Louisiana, Pennsylvania, Alberta, and Saskatchewan and steered creation of market-leading products.

➢ **Delivered a first-to-market new product line and captured #1 market share despite intense competition.** Assembled an agile team and directed breakthrough innovation for the Illinois market.

PurePlay– Las Vegas, NV   Jun 2005 - Dec 2007

Early-stage social casino, using a patented subscription model, enabling players to win real prizes without the risk of losing money.

Product Manager, Consultant

Engaged to accelerate customer acquisition during start-up of company offering an online social gaming platform. Managed web development and strategy, conducted A/B testing, analyzed user data, and optimized product performance.

➢ **Key role in gaining hundreds of thousands of customers in first year for sustained growth of digital game platform,** partnering directly with the CEO, CMO, and CTO to strategize a customer acquisition program. Collaborated on advertising collateral and web pages. Hired digital marketing company to place banners across demographically-similar websites.

➢ **Quadrupled revenue from existing customers** by collaborating on a strategy for paid game tournaments and the integration of banners and other internal ads within the PurePlay app, compelling existing customers to sign up.

Sierra Design Group–Reno, NV   Jan 2003 - Jun 2005

Start-up gaming platform manufacturer acquired by Bally Technologies.

Senior Engineer

Hired to establish and guide a product development team in strategizing, designing, and developing unique technology products.

➢ **Navigated company into Asia-Pacific markets by founding and leading the most profitable team with the highest ROI, a key factor in positioning the company for acquisition.** Expanded team to 30 personnel in 2 years and delivered 20+ products in 3 years.

Digitech Networks– San Francisco, CA   Aug 2002 - Jan 2003

Start-up company that designed and developed wireless customer-premises equipment (CPE) for emerging wireless markets.

Co-Founder & Principal Engineer, Wireless Technology Development

Served as a driving force behind the mission to create wireless technology to provide wireless broadband access to pico-cell areas with access to backbone networks. Owned product engineering, international licensing, and product launch.

➢ **Co-built the organization from scratch and solved the "last mile" broadband technology challenge through a product licensed in 2 countries with 2 patents filed.**

EDUCATION

Master of Science, Computer Science, Indian Institute of Technology – Delhi, India

Bachelor of Science, Electrical Engineering, Andhra University – Visakhapatnam, India

CERTIFICATIONS

LEAD Certificate in Corporate Innovation, Stanford University, Graduate School of Business – Stanford, CA

Emotional Game Design, Interaction Design Foundation

SPEAKING ENGAGEMENTS

Keynote Speaker, "Gamification: Creating Addictive User Experiences" | SIGGRAPH – Vancouver, Canada | Jul 2022

Keynote Speaker, "Gaming Business Models & Value Propositions" | Gamescom – Cologne, Germany | Jun 2021

Panelist, "Discovery and Playability" | EGX London – London, UK | Feb 2021

RESUME STRATEGY

Roshan is seeking to leverage his success in leading the development of gaming technology to land an executive leadership role in a company similar to his current employer. The strategy for the resume is focused on highlighting his expertise in heading the creation of award-winning and patented products that fuel top market share internationally in the gambling industry.

His title, "Gaming Software Executive," aligns with that goal, and the branding statement includes mention of the key facts, "Delivering Award-Winning, Market-Dominating, Patented Technology Products for International Markets."

The profile summary elaborates and positions him as an international thought leader, supported by his speaking engagements included later in the resume. It also mentions his expertise in both start-ups and large companies, the number of years of experience, the size of teams led, and the caliber of teams built, as well as his expertise in design thinking and agile methodologies – both critical in his industry.

A section of core competencies follows the summary, including industry keywords.

Roshan's experience is laid out with employer descriptions, overall leadership responsibilities, and key achievements for each role, supporting the major points outlined in the profile summary.

The resume concludes with a listing of Roshan's education, certifications, and presentations.