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Overview

Partner & customer management, user advocate, technical marketing

Experience

Product Evangelist, August Data (Contributor, Jan 2024-)

- Thought pieces on AI & intelligent LLM agents
- Monthly newsletter on product and technology developments
- Product documentation support
- Technical guidance for developer community

Sabbatical (2023)

- Professional development & skills building
 - Self-study on Wolfram Language
 - Mentoring for early-career professionals
 - Private consulting on emerging technologies
- Research into generative AI & streaming technologies

Technical Marketing Manager, Continual.ai (2022)

- Publish technical and thought-leadership blog articles
- Support marketing events: webinars, meetups, tradeshow
- Rewrite product documentation for 2.0 release

Sr. Technical Marketing Manager, Confluent (2022)

- Update existing workshop content for new releases
- Create technical content to bolster website SEO
- Develop tech talks for customers and prospects

Director, Technology Alliances, Dataiku (2019 - 2021)

- Manage ISV technology partner portfolio.
 - Design technical integration projects
 - Support GTM campaigns, partner onboarding
 - Partner sales and technical enablement
- Develop ISV alliance portfolio.
 - Develop customer reference stories
 - Live and recorded webinars for key partners
- Develop Dataiku champions at strategic partners

- Prioritize partners: strategic, developing, best-effort

Senior Learning Architect, Cloudera (2014 - 2018)

- Create and deliver technical enablement
 - Services partners
 - New hires
 - Strategic customer accounts.
- Develop and deliver partner & new hire bootcamps
 - Hadoop Operations
 - Cloudera Development Tools
 - Application Architecture
 - Enterprise Security

Director, Inklings Research (2002 - 2014)

- Provide instructor-led training, documentation, and field services.
- Grow technical staff to expand service offerings
- Execute and maintain reseller agreements
- Clients included Sun Microsystems, Accenture, Oracle, Yahoo!, and Cloudera

Education

Claremont Graduate University, Ph.D.

Kent State University, M.A.

University of California, Davis, B.A

Skills

- Programming
 - C, Java, Python, Bash, Wolfram Language, SQL
- Software Architecture
 - Web Services, Messaging, Design Patterns, Refactoring
- Field Engineering
 - Pre-sales, post-sales, customer success
- Presentation
 - Instructor and remote training, blogs, technical enablement
- Business
 - Master Supplier (Sun, Oracle)
 - Partner certification and market planning
- Consulting
 - Partner SE, market analysis

Key Certifications

- Intro to Neural Networks using Wolfram Language (May 2024)

- Dataiku Developer (June 2021)
- Dataiku Advanced Designer (March 2021)
- Dataiku ML Practitioner (March 2021)
- Dataiku Core Designer (February 2021)