

- Developed requirements for Network Monitoring system and Data backup and recovery system
- Planned and executed product launches (sales collateral, advertising campaign, SemiCon show)
- Coordinated timely delivery of the product with hardware vendors, engineering, sales, and customers
- Scheduled deadlines and inspired project team to meet those

SAT Corporation, Sunnyvale, CA

1998 -2000

Product Marketing Manager, RF monitoring systems for wireless communication systems

Responsible for developing a wireless carrier management application suite. New product increased company sales of by ~40% and led to procurement of the company.

- Completed MRD and PRD for next generation of the product
- Included Network Management system into the suite of applications
- Reviewed engineering specs for consistency with customer requirements
- Led the team and hardware vendors in timely delivery of the product
- Managed Hewlett Packard Channel partner relationship
- Developed technical marketing materials (data sheets, brochures, web site, etc.)
- Responded to RFPs and prepared unsolicited proposals with the accent on price/performance

Space Systems Loral, Palo Alto, CA

1995 -1998

Ground Systems Department, Network Product Manager

- Developed system requirements for network design for on-site communication support
- Configured, customized and tested the network system, documented network configuration
- Developed software for processing of IOT systems data

Business Ventures/Eastern European Program, Program Coordinator

- Venture development for rural telephony project for Russia and East Europe, including market demand research, analysis of potential system vendors, technical and organizational issues of system integration and implementation
- Participated in development of proposal for joint manufacturing of communication satellites with Gascom/Energia (Russia), including preparation of specifications
- Worked with Sales, Systems Engineering, Operations and Legal departments to ensure timely completion of the program

Grant Skills Center, Sacramento, CA

1991 - 1995

Program coordinator

- Planned program activities, interacted with the customers, analyzed market requirements, formed and lead the team to perform successful on time completion of projects
- Developed training curriculum and conducted training classes
- Wrote grant proposals, including schedules and budgets.

Latvian University, Riga, Latvia, USSR

1988 - 1990

Research Associate

- Developed and managed network accessible database for retrieval of scientific and conference related information
 - Developed software for calculation of semiconductor materials electronic structures
- Two publications in scientific magazines.

Education:

1997 -1999 Telecommunication Engineering, UC Berkeley
 1996 Satellite Systems Design and Engineering, Launch Space, Washington, DC
 1982 - 1988 MS Physics, Latvian University, Riga, Latvia, USSR
 1981 - 1982 Art School, Riga, Latvia, USSR

Hobbies: mountaineering, web design