
PRODUCT & BUSINESS UNIT LEADER (GM-TRACK)

Core Domains: Physical AI | Modern Energy | Autonomy | Distributed Energy Resources | Autonomous Systems

Product and business leader building and commercializing complex systems where unit economics, field constraints, and execution rigor determine outcomes. I translate customer needs into clear priorities, align teams across functions, and build the operating cadence that carries priorities through deployment.

Portfolio Bets & Sequencing • Go-to-Market & Monetization • P&L / Unit Economics • Operating Cadence & Governance
Commercialization & Deployment • Cross-Functional Execution • Platform Strategy • Partnerships / Ecosystems

SELECTED IMPACT

\$150M Pipeline • +22% Margin Improvement • \$100M Projected 5-year Revenue • +45% Proposal to Contract Lift
40-Person Org Leadership • 18 Patents Awarded • \$5M+ Cost-out Delivered • 15 Core Markets Prioritized

PROFESSIONAL EXPERIENCE

Autonomous Solutions

2025 – Present

Business Unit Leader, Renewables: Building and scaling ASI's Renewable Energy Vertical from 0 to 1; defining the market, roadmap, and operating system required to turn autonomous capability into repeatable field outcomes.

Early Traction:

- Led 20+ customer and market discovery interviews; prioritized the 15 highest-potential sub-segments to focus investment and GTM activity.
- Built a 24-month roadmap with phased MVP acceptance criteria tied to deployment readiness and field outcomes.
- Established the operating cadence - reviews, metrics, and decision rules - to reduce cross-functional thrash and keep priorities moving from decision to delivery.

Sunnova Energy

2022 – 2025

Offering Manager, Strategic Initiatives: Extended Sunnova's residential EaaS portfolio into C&I and Microgrid markets. Owned strategy, offering definition, and execution across the DER tech stack - translating evolving market needs into shipped, financeable offerings.

- Built and integrated the DER offering stack behind a \$150M pipeline in 2024 - creating repeatable, bankable, and serviceable offerings across PV, ESS, and EV Charging, including early-stage V2G / V2H development.
- Drove a \$5M+ cost-saving IIoT Monitoring & Control rollout and pulled launch forward by 12+ months by aligning Product, Engineering, and Operations from scope through deployment.
- Improved proposal to contract conversion by 45% YoY (~200 proposals) by expanding the approved solution portfolio and pairing it with sales-enablement grounded in customer discovery.

Fluence Energy

2021 – 2022

Senior Product Line Manager: Led portfolio-wide profitability initiatives across grid-scale ESS offerings; treated unit economics as a core product input across cost structure, TCO roadmap decisions, and delivery performance.

- Built TCO roadmaps for long- and short-duration offerings; improved portfolio margin 22%.
- Optimized container design, sourcing strategy, and commissioning; removed \$3.9M annual BOM spend.

Coherent

2018 – 2020

Product Line Manager: Owned product growth and P&L for VCSEL laser product lines; led roadmap definition, strategic account alignment, and global go-to-market for 3D sensing offerings.

- Won two flagship customers with \$100M projected 5-year revenue by owning product definition, pricing, and adoption tradeoffs (+19% margin, eliminated eye-safety barrier).
- 11% margin increase through data-driven portfolio pruning; managed EOL, maintained 100% customer uptime.

Eaton

2012 – 2018

Director of Engineering: Led product development across New Product Design, Engineer-to-Order (ETO), and cost reduction (VA/VE); set portfolio priorities and improved cost structure across a multi-site manufacturing footprint.

- Managed 40-person organization; implemented career ladders, succession plans, and capability assessments.
- Drove \$35M vitality sales (29% growth) by aligning product design with market needs and sustainability trends.
- Transformed ETO design/production end-to-end: 55% lead-time reduction, 36% YoY sales growth (Y1), and +28% first-pass yield via quality-gate execution.
- Awarded 4 patents; owned division IP strategy including market-potential assessment and filing prioritization.
- Delivered \$4.0M cost-out P&L impact (3% COGS) across seven production sites.

Emerson

2003 – 2012

Senior Design Engineer: Design lead for global development programs; consolidated acquired pressure regulator products into a unified platform spanning architecture, manufacturability, and global execution.

- Drove a multi-year platform architecture transformation and formalized design/IP processes; 14 patents awarded.
- Converted 20 disparate designs into 6 higher-margin offerings; +\$21M addressable market, 63% supplier reduction, 54% component reduction, 28% margin increase.

EDUCATION

University of Texas at Dallas: M.S. & MBA: Innovation & Entrepreneurship

2015 – 2017

Southern Methodist University: B.S.: Mechanical Engineering

1997 – 2002