
PRODUCT & BUSINESS LEADER

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

I'm most useful when the real problem isn't fully defined. I go to the source – dig into the data, go back to first principles – and generate a plan that's usually a little ahead of where the organization expected to land. The buy-in is rarely immediate, but the outcomes tend to hold – whether it's robots, renewables, energy storage, lasers, or industrials.

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→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.

Sunnova Energy

2022 – 2025

Group Product Line Manager, C&I + Microgrid: 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: Owned portfolio-wide profitability for grid-scale ESS offerings at a high-growth energy storage company – driving margin improvement through TCO strategy, cost structure decisions, and delivery performance.

- Built TCO roadmaps for long- and short-duration storage offerings; identified and executed initiatives delivering 22% portfolio margin improvement.
- Restructured container design, sourcing strategy, and commissioning approach; removed \$3.9M in annual BOM spend without compromising delivery performance.

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 transformation: converted 20 disparate designs into 6 higher-margin offerings; +\$21M addressable market, 28% margin increase, 14 patents awarded.

EDUCATION

Stanford University: Advanced AI Product Management (in process)

2025 – 2026

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

2015 – 2017

Southern Methodist University: B.S.: Mechanical Engineering

1997 – 2002