

VIRENDER GUPTA

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SENIOR TECHNOLOGY EXECUTIVE

Tech Development • Performance Acceleration • Team Leadership • Process Excellence

Senior Technology Executive with extensive experience leading large-scale software product development initiatives with track record of yielding significant revenue growth. Demonstrate proficiency in IT turnaround projects, operational and capital expense budget management, continuous improvement, build/buy decisions, and internal and external business relationships. Proven success establishing software architectures that enhance performance and lower costs. Recruit, manage, and coach high performing teams with ability to engage employees at all levels by elevating product knowledge. Transformational leader with superior collaboration, people management, and written and verbal communication skills.

CORE COMPETENCIES

- Software Product Development
- Strategic & Innovative Leader
- Vendor Selection & Management
- Technology Restructuring
- Technology Transformation
- ERP Selection & Implementation
- M&A Tech Integration
- Change Champion
- P&L Accountability

PROFESSIONAL EXPERIENCE

Box | Redwood City, CA

2018 – Present

Cloud content management company that provides secure collaboration with anyone, anywhere, on any device.

Director of Relay and BoxSign | 2021 – Present

Lead digital applications domain responsible for Relay workflow system, file request, tasks, and BoxSign e-signature products. Built teams in California, Netherlands, and Poland. Oversee team of approximately 60 engineers. Streamline processes using agile methodologies, including development and post-release.

- **\$8 million in savings** accomplished by hiring and implementing DocGen product in-house.
- **Exceeded target of meeting over 85% of OKRs** through adaptation of software planning, development, and support processes to better perform in SaaS environment.
- **Slashed customer-reported issues by 80% and Run the Business (RTB) cost to 10-15% of total effort spent** by leading domain quality improvement initiative centered around automated testing.
- **Decreased time to market for new e-signature product from over two years to merely six months** by conducting build versus buy evaluation, then identifying and selecting signature provider versus building product in-house.
- **Reduced cycle time across time zones and achieved improved work environment for engineers** by evaluating products, team skillset, and future roadmap to distribute products across regions.
- **Turned around and released new product on time** through restructuring of team and processes for better coordination and easier dependency management.

Senior Staff Engineer | 2018 – 2021

Performed as architect for relay domain. Planned and led development of file request and assisted with defining roadmap for workflow products.

- **Saved six months in forms product development time** due to architectural decisions made in file request feature.

Eponym, Inc. | New York, NY

2016 – 2018

Eyewear licensing startup with total of 50 employees and brands inclusive of Steven Alan, Alice & Olivia, Billy Reid, Jason Wu, and Johnny Was.

Chief Technology Officer | 2016 – 2017

Owned accountability for entire technology stack. Set up offshore development center in India and restructured NYC team. Identified technology gaps and introduced and implemented NetSuite as ERP system. Recruited by CEO to assess systems and team.

- **90% reduction in month-end close process timing** earned through creation of technical solution to eliminate manual accounting processes and implementation of ERP system.
- **Reduced site creation time from four months to four weeks and lowered page load time by 50%** through execution of plan that enabled developers to work across front and back end with automation and CI/CD process.
- **20% savings** earned by building hybrid onshore/offshore team between NYC and India to develop scalable multi-tenant software.

Glemser Technologies Corp | Bethlehem, PA

2002 – 2015

Software solutions company specializing in pharmaceuticals domain with clients inclusive of Pfizer, BMS, Johnson & Johnson, Boehringer Ingelheim, Biogen, and AbbVie.

Vice President of Technology Solutions | 2013 – 2015

Directed all technology, including product development, implementation, and technical development. Owned full P&L responsibility of \$4 million and total of 35 employees.

- **Improved entire product suite, reduced development time, enabled integration with other systems, and upgraded technology stack** through planning and execution of new mobile interface over 12 months.
- **Successfully restored client relationship within six months** by collaborating with external technology team to build roadmap to success and utilizing product development team resources for implementation.

Vice President of Product Development | 2008 – 2013

Led product development, cost reduction, budget control, and vendor management. Responsible for \$4 million P&L, \$2 million OpEx budget, and 35 staff.

- **40% company profit increased earned by reducing release cycle 25-35%** through development of strategy that utilized offshore resources, mandated test automation, and CI/CD.
- **Achieved ROI within six months and locked in 35% cost savings for five years** by setting up offshore entity reduce high-cost product development and infuse cash for new product initiatives.
- **Saved 75% of product development during 2008 financial crisis** through creation of new models to report individual project costs and ROI for each product, enabling company to capitalize new product initiatives.

Director of Software Engineering | 2005 – 2008

Oversaw initial product development, process setup, and release schedules.

- **Drove multi-million-dollar repeat business** by turning around underperforming product through roadmap-based approach executed in three releases over one-year period.
- **Earned reference client and additional multi-million-dollar projects** through successful restoration of product implementation project timelines.

Senior Engineer | 2002 – 2005

Managed projects for clients inclusive of Pfizer, Merck, and BMS.

Additional Experience: Glyphic Technologies Corporation (Mountain View, CA), Freeworks.com (Mountain View, CA), NIIT (New Delhi, India/London, UK/Bala Cynwyd, PA/Mountain View, CA), Tata Infotech Ltd. (New Delhi, India)

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Engineering in Instrumentation and Controls

Netaji Subhas Institute of Technology (NSIT)
Delhi, India

TECHNOLOGIES

21 CFR Part 11, GxP, HIPPA, Java, .NET, Python, JavaScript, HTML, Angular 2 (TypeScript); Agile Methodology, Jenkins MongoDB, MySQL, Oracle, XML, Documentum, SharePoint, Visio, JIRA, validation, NetSuite, Neo4j, Nodejs, Springboot