SURESH JOSHI

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Vice President of Product & Engineering / CTO / CPTO

Champion of Change • Strategic Planning / Pragmatic Execution • New Concepts Expertise

A senior product and technology executive with extensive success orchestrating exponential growth for Fortune 500 organizations and scaling startups in the realms of E-Commerce, SaaS, and Enterprise risk and Security. Apply proven leadership skills in growing the productivity of global teams and transforming an organization's profit potential.

Have multiple successes on mission-impossible initiatives produced by working backwards from customer needs analysis to the creation of innovative, differentiated, growth-generating solutions. Apply decision-making patterns inspired by the tech industry's most successful leaders and evaluate all choices through the prism of competitive advantage and ROI.

Leading Technology Innovations to Transform How Business is Done

CORE COMPETENCIES

Global Team Building **|** Technology & Platform Management **|** Operational Excellence

Organizational Leadership **|** Enterprise Risk & Security Governance **|** Engineering Innovation

Cross-Discipline Collaboration **|** Global Product & Program Development **|** Cost-Efficient Scaling

PROFESSIONAL EXPERIENCE

Boast Capital Inc. | Seattle, WA   2023 – 2024

Empowers Entrepreneurs to introduce world changing innovation through AI-enabled R&D Systems of Intelligence. Provides access to innovation capital and predictable R&D insights to companies.

Vice President of Engineering | Boast AI | Engineering, DevOps, Data and AI

Accountable for Boast's Engineering as part of CEO leadership team. Led quarterly board presentations on R&D ROI consistently delivering over 28% reduction in R&D Spend $ per Client and 37% QoQ increase in ARR per R&D $ spent. Led services to product first transformation, accelerating value creation by delivering more, faster and better with happier people, as we added 30% more clients.

- **Integration footprint improved over 10X in 2023** through Technical and Financial Data Hub providing API Data Access, Data Upload and Document AI capabilities in a secure vault.
- **R&D and SR&ED Tax Claims maximization for over 1400 clients** via Enhanced AI classifier and a prompt engine.
- **Accelerated jurisdictional and global expansion** by delivering a Global Tax Compute Engine and "Inner Sourcing".
- **Led Boast's Data strategy and execution** to position company to expand its TAM across the entire R&D lifecycle of Plan, Invest, Operate and Measure ROI.
- **Delivered 170% improvement in productivity** by enabling teams to achieve strong to elite ratings on planning accuracy and Cycle time. Improved Delivery Agility and Quality by increasing Test Automation footprint by over 35%.
- **Built a culture of Operational Excellence** via hire and develop of bar raising talent, dive deep driven investments in platform scaling, reliability, performance and shift left on security.
- **eNPS improved 2X within 6 months from 24 to 48;** Launched Boast's first Mentoring program and mentored leaders in Customer Delivery, Sales and RevOps.

Coupang | Seattle, WA   2021 – 2022

Asia based multinational technology company offering an e-commerce platform, Fresh, Eats and video content to one of the world's fastest growing and 3rd largest e-commerce marketplaces, South Korea.

Head of E-Commerce Platform | Marketplace, Catalog, Pricing, Rocket-on-Demand & Global Selling

Led global engineering and science teams of over 200 that delivered platforms powering >$10B annual GMV 3P Marketplace, 10X GMV growth of Rocket-On-Demand and global selling via Coupang Global Fulfillment (CGF).

- **Led 10X growth of Rocket-on-Demand business to $1.8B annualized GMV** run-rate in under a year.
- **$10B annual GMV Marketplace growth** through Auto Pricing, 40% platform development efficiency improvements and the launch of Android and iOS Seller Mobile App experiences for delivering actionable insights.
- **Onboarded over 37K Sellers with 15M international selection** via Coupang Global Fulfillment (CGF) to bootstrap the next billion $ business. Flattened supply chain with cross-border trade via warehouses in US, China and HK.

- **10X Scaling** of platforms that enabled pricing sharpness and Competitive Intelligence.

Expedia Group | Seattle, WA   2019 – 2020

A global travel platform that provides consumers and corporate customers with 21 brands of air and ground services.

Senior Director Software Development
Led creation of platforms for cloud asset management, security monitoring, cost governance and security operational intelligence and automation; directed staff of 8 Director/Sr. Managers with a global team of 110 technologists.

- **$14 million in annualized operating expenses saved** in less than five months by leading the construction of a platform that integrated cloud account provisioning, security monitoring, and cost control.
- **99% of the company's security log data delivered** across cloud, data center, network, and more than 35 security tools within five minutes with 0% data loss from >5 billion daily security log events; Platform used for Cyber defense.
- **Delivered almost real-time cloud account visibility**, security compliance, and monitoring on 100% of 44 asset types hosted on the commercial cloud by creating an internal platform and integrating CSPM tools and CI / CD pipelines.
- **44% operating expense reduction attained,** and all security tech capabilities provided using leveraging investment in purchased applications, freeing internal resources to concentrate on completion of post-COVID-19 systems.

Amazon.com | Seattle, WA   2012 – 2018

American multinational technology company offering an e-commerce platform, cloud computing services, video / audio content, gaming applications, and home automation devices.

Head of Engineering | Delivery, Pricing & Promotions | 2016 - 2018
Responsible for developing delivery experience, pricing, and cashback platforms through 4 teams of ≈50 technologists.

Delivery Technology
- **$800 million of projected delivery cost reductions** first year by building new services and leading integration of more than 20 company technology stacks ranging from on-line retail shopping to supply chain optimization technologies.
- **$80 million in shipping expenses eliminated** while aiding attainment of goals for new-category customer acquisition by building self-service tools and automating the inclusion of delivery promotional features.
- **Completed scaling a dedicated tech stack without issues** during peak-use periods by composing eight new metrics that shortened the time to detect abnormalities from days to minutes. Cut technology debt 19% in the process.
- **Empowered rollout of Prime Same-Day/One-Day delivery to 8,000 US cities as a differentiated service option** by leading innovations to the technology stack, scaling the platform, and launching mobile checkout upsell assists.
- **28% lowering of cloud infrastructure spending realized** by pinpointing opportunities for eliminating wasteful storage space and optimizing CPU and cache utilization.

Pricing & Promotions
- **60% to 82% increase in competitiveness rating delivered** for Amazon.in by building an innovative platform that provided over 400,000 sellers with the ability to automate response to price changes and compete dynamically.
- **Powered repeat purchases on top 40% of the product selection** on Amazon.in by leading build of platform for cart-level promotions that integrated with 15 Amazon Tech stacks to automatically issue over 300,000 cashbacks per day.
- **Shepherded the Pricing Technology team through major regulatory changes** without regretted attrition by focusing the group on delivering common global platform capabilities in collaboration with dependent teams.
- **Spawned an online marketplace** for refurbished branded products by leading build of services that facilitated automated grading, pricing, and relisting of all returned items from high-priced product categories.
- **Sped the inroad of innovation** to four corporate sites in 60 countries by championing US participation in the company's International Consumer-Tech hackathon and by extending the pricing platform to NA and the EU.

Manager, Software Development | Marketplace Pricing and Shopping Experience | 2013 - 2016
Led development of the Pricing platform and website shopping experience for fastest growing India marketplace.

- **718% increase in monthly unique visitors propelled** by launching 20 mobile shopping projects and delivering 40 production releases of a marketplace transformational pricing platform during a three-year span.
- **Spurred price competitiveness rating** 60% to 74% in under a year by leading vision through launch of services and applications that provided third-party sellers transparency to best prices and accommodated near-instant updates.

Global Fraud Prevention Technical Program Owner | 2012 - 2013
Charged with creating a credit-card fraud prevention program capable of providing the industry's lowest chargeback rates.

- **12% bad-debt reduction goal attained** in under seven months by directing innovations and timely execution from over 200 machine-learning scientists, engineers, and operations staff working in three autonomous groups.
- **Shortened credit-card fraud detection time** ten days by leading a program for integration of card-issuer alerts through legal, contract, information security reviews, engineering and operations that covered over 50% of issued cards.
- **10% YOY shrinkage in annual credit-card bad debt produced** by perfecting a fast-continuous learning program through analysis of missed fraud and leading 20 global projects across machine learning, engineering, and operations.

Oracle Corporation | Denver, CO   **2003 – 2012**

American multinational technology company that sells Database, Enterprise software and Cloud services.

Senior Manager, Development *from* **Manager, Software Development | CRM, Ordering, Logistics**

- **Generated pipeline for over 1,000 Enterprise customer adoptions of an upgraded CRM application** by collaborating with the client's COO and leading cross-functional reference implementation. The level of success earned recognition in a national industry publication.
- **Oversaw two major integrations of a major Enterprise suite** including one to a SaaS application by supervising a partner co-development effort; launched three of the first Enterprise Mobile Apps supporting Android and iOS by leading build of Expense Management, Order & Inventory Inquiry capabilities with two patent applications.

- ADDITIONAL EXPERIENCE –

Independent Advisors | Seattle, WA   **2018 – 2019 and 2020 – Present**

Provided consulting and advisory services to a healthcare startup, technologists, commercial firms, and college alumni.

Co-Founder & Technology Advisor

- **Ensured launch readiness of OneAid Healthcare startup in Mumbai**, India's financial capital. Pivoted to post covid-19 services of local pharmacy reach, caretaker and behavioral health services.
- **Readied a healthcare startup for participation in a global industry conference** by probing target-market needs, drafting technical talent from a startup incubator, editing presentations to investors, and finalizing the booth's design.
- **Assisted the career preparation of engineering graduates** by designing and planning three live webcasts, acquiring the content presenters, preparing all marketing and legal support, and serving as program moderator.

- PREVIOUS EXPERIENCE -

JD Edwards | Denver, CO

Senior Applications Developer / Project Lead / Development Manager

EDUCATION & AFFILIATIONS

Master of Science *in Industrial and Management Systems Engineering,* Arizona State University
Bachelor of Science *in Mechanical Engineering,* University College of Engineering, Osmania University

ASU Alumni Mentor Network, Mentor • The IndUS Entrepreneurs • Amazon Technical Leadership Development Program
Colorado Springs Cricket Club, Co-Founder • Toastmasters international

TECHNICAL PROFICIENCIES

Skills & Cloud Platforms
Amazon Web Services (AWS) • Splunk • Qualys • MVC • Oracle OBIEE • Oracle Data Warehouse • Apache Kafka • Spark • DynamoDB • Microservices • Distributed Systems

ERP & Business Applications
JD Edwards EnterpriseOne • Oracle CRM on Demand (SaaS) • Primavera P6 EPPM • Primavera Contract Management • Oracle Fusion Middleware/ AIA / SOA • WebLogic • IBM WebSphere Server 6.x & 7.0

Software & Methodologies
MS Project • MS Office • Visio • Visual Source Safe • Rational ClearCase • ADE • JDeveloper • ADF • PowerBuilder • Agile • Scrum • DevOps • CI/CD • Test Driven Development (TDD) • JIRA • Confluence • Trello • Dropbox

Languages
C • C++ • Java • Python • JavaScript • React • XML • XSL • XSLT • HTML