

MARTIN THOMAS DARE

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+1 (510) 334-5910

SUMMARY

- Collaborate with customers to understand their needs, and align internal stakeholders to work towards business objectives and priorities
- Synthesize information, identify sources and dependencies, and formulate actionable solutions to create business value
- 10+ years of experience in delivering technology products for start-ups and corporations
- 5 years of experience in working with Agile teams (Scrum Alliance CSP, CSPO)

EXPERIENCE

REDWOOD SYSTEMS, Fremont, CA

02/2012 – Present

Senior Product Manager

- Drive third-party development of web and mobile applications (Android, iOS), and integration with hardware (AMX, Crestron, TZ) and software (Google Apps, Microsoft) to deliver building sensor data, system performance reporting, and LED lighting control solutions
- Validate and prioritize features for an open framework API to enable application development and system data integration with building control systems
- Initiated developer partner program including creation of a virtual development platform (Amazon EC2) and supporting documentation to enable third-party application development and testing
- Introduced Agile iterative development methodologies to promote cross-functional communication and transparency between departments, and improve product quality and delivery

SKIRE, Menlo Park, CA (acquired by Oracle in 2012)

03/2010 – 02/2012

Senior Product Manager

- Guided development of an enterprise web application platform to deliver a real estate facility maintenance management Software-as-a-Service (SaaS) solution. Validated in-progress work with customer and delivered completed product within 6 months
- Launched a public, closed-domain, knowledge base targeting real estate and construction (formerly Jotter.com). Led Agile Scrum process user story feature definition, feedback review, and backlog prioritization. Released functionality every 2-4 weeks
- Created product feature functional requirements documents (FRD/PRD) for multiple releases of the company's core capital planning and project management enterprise software platform (Unifier)

AUTODESK, San Francisco, CA

04/2007 – 03/2009

Product Manager, Construction & Real Estate Industry Solutions

- Outlined marketing requirements (MRD) and defined user stories for an Apache Lucene-based search/information retrieval framework to enable cross-platform integration of collaborative project management SaaS products (Buzzsaw, Constructware)
- Coordinated Agile Scrum release planning and user story backlog prioritization for software development across multiple globally-dispersed development teams (USA, China, India)
- Analyzed user feedback on current in-progress work through demos, prototypes, and surveys, which influenced development priorities and direction
- Conducted market-entry project targeting the oil and gas industry—including market segmentation and sizing, competitive analysis, and first-person interviews—which informed sales, marketing and development business strategy decisions

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BAYTSP, Los Gatos, CA (acquired by Irdeto in 2011) 03/2002 – 03/2007

Senior Program Manager / Product Manager

- Headed analysis of production data and developed statistical metrics to measure the efficiency and success of company operations
- Identified procedural gaps and established standardized processes and protocols to improve quality of service, and ensure service-level agreement (SLA) compliance
- Advocated the separation of processes and service offerings into distinct products with independent product plans and budgets which enabled scaling customer base, and increased revenue by 500%
- Served as primary contact for initial major clients. In this role, led product requirements gathering, use-case documentation, customer implementation and user training

BUZZSAW.COM, San Francisco, CA (acquired by Autodesk in 2001) 06/2000 – 08/2000

Product Manager / MBA Intern

- Created marketing requirements document (MRD) for hand-held applications and services specialized for the building construction industry
- Executed market research survey to validate features and feasibility for funding

OTHER EXPERIENCE

NATIONAL INTERSCHOLASTIC CYCLING ASSOCIATION, Berkeley, CA 2009 – 2012

Advisor / Pro Bono Consultant

- Developed 5-year pro forma budget and business plan which guided the student athlete non-profit organization's national restructuring and 300% expansion over 3 years

P&T ARCHITECTS AND ENGINEERS, Hong Kong SAR, China 1997 – 1999

YU WANG & ASSOCIATES, ARCHITECTS, Taipei, Taiwan 1994 – 1997

POWELL & PARTNERS, ARCHITECTS, San Francisco, CA 1993 – 1994

HARRY K. LIM & ASSOCIATES, ARCHITECTS, Berkeley, CA 1989 – 1992

EDUCATION

UNIVERSITY OF CALIFORNIA, BERKELEY – Haas School of Business 1999 – 2001

Master of Business Administration (MBA), 2001

- Certificate in Global Management, Certificate in Management of Technology

UNIVERSITY OF CALIFORNIA, BERKELEY – College of Environmental Design 1986 – 1991

Bachelor of Arts (BA), Architecture, 1991 – Dean's Honor List

- Minor in History of the Built Environment

ADDITIONAL

- Scrum Alliance – Certified Scrum Professional (CSP), Certified Scrum Product Owner (CSPO)
- California Architects Board – Registered Architect – License C27329
- Conversational Mandarin Chinese