

# MARTIN THOMAS DARE

[mtdare@yahoo.com](mailto:mtdare@yahoo.com)

+1 (510) 334-5910

## SUMMARY OF QUALIFICATIONS

- Persuasive manager who will align team members towards business objectives
- Proactive problem solver who can synthesize information, identify sources and dependencies, and formulate actionable solutions
- 10 years of technology management experience
- 3+ years of Agile software development experience (Scrum Alliance CSP, CSPO)

## EXPERIENCE

3/10 – Present **SKIRE, INC.**, Menlo Park, CA

*Senior Product Manager / Product Owner*

- Leading feature definition and backlog prioritization for a closed-domain public knowledge base Internet site targeting the real estate, design and construction communities. Launched a fully-functional site within 6 months and continuing to work iteratively with the development team to release functionality every 2-4 weeks
- Guided the company's "pioneer" Agile cross-functional team in navigating the Scrum framework for the first time in the development of an enterprise web application platform to deliver a real estate facility maintenance management Software-as-a-Service (SaaS) solution. Worked directly with the customer to validate in-progress work and delivered a complete product within 6 months
- Created product feature functional requirements documents (FRD) for the company's core capital planning and project management enterprise software platform (Unifier)

6/09 – Present **NATIONAL INTERSCHOLASTIC CYCLING ASSOCIATION**, Berkeley, CA

*Advisory Board Member / Consultant*

- Led business plan development for non-profit organization dedicated to the development of youth health, community building and athletic skills
- Developed 5-year pro forma budget for national restructuring which guided 300% expansion over the past 2 years

4/07 – 3/09 **AUTODESK, INC.**, San Francisco, CA

*Product Manager/ Product Owner*

- Defined and prioritized backlog for information retrieval / API platform to enable cross-product platform integration strategy for the Real Estate and Construction Solutions Group SaaS products (Buzzsaw, Constructware)
- Coordinated Agile Scrum software development methodology across multiple globally-dispersed development teams (USA, China, India)
- Solicited and analyzed direct user feedback on current work through demos, prototypes, surveys, which influenced development priorities and direction
- Conducted marketing strategy project to understand better the issues and drivers of the Oil & Gas industry for potential market-entry, including market mapping / segmentation / sizing, competitive analysis, and first-person interviews, which informed sales, marketing and development decisions

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- 3/02 – 3/07     **BAYTSP, INC.**, Los Gatos, CA (acquired by Irdeto in 2011)  
*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 and instituted the separation of processes and service offerings into distinct products with independent product plans and budgets to enable growth
  - Served as primary contact for initial major clients. In this role, led product requirements gathering, use-case documentation, product implementation and user training
- 6/00 – 8/00     **BUZZSAW.COM, INC.**, San Francisco, CA (acquired by Autodesk, Inc. in 2001)  
*Product Manager 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

- 1997 – 1999     **P&T ARCHITECTS AND ENGINEERS, LTD.**, Hong Kong SAR, China  
1994 – 1997     **YU WANG & ASSOCIATES, ARCHITECTS**, Taipei, Taiwan  
1993 – 1994     **POWELL & PARTNERS, ARCHITECTS**, San Francisco, CA  
1989 – 1992     **HARRY K. LIM & ASSOCIATES**, Berkeley, CA  
*Architect / Project Manager / Architectural Intern*
- Led cross-functional teams in design / construction of various size projects from small-scale domestic residential construction to large-scale mixed-use and industrial projects in China, Taiwan, and Vietnam

## EDUCATION

**UNIVERSITY OF CALIFORNIA, BERKELEY** – Haas School of Business  
*Master of Business Administration (MBA)*, 2001  
Certificates: Management of Technology, Global Management

**UNIVERSITY OF CALIFORNIA, BERKELEY** – College of Environmental Design  
*Bachelor of Arts (BA)*, 1991 – Dean's Honor List  
Major: Architecture, Minor: History of the Built Environment

## ADDITIONAL

- Scrum Alliance – Certified Scrum Professional, Certified Scrum Product Owner
- Department of Consumer Affairs – California Architects Board – Licensed Architect
- Conversational Mandarin Chinese