

**Versatile, Creative Technology Leader** of diverse, high performance and agile development teams. Excels at defining technology strategies and experienced with synthesizing technology trends and evolving business requirements to innovate product roadmaps. Proven in implementing modern, DevOps best practices for continuous integration and accelerated delivery to respond rapidly to customer needs. Leads with contagious passion for customer-focused performance, inspiring teams to overcome obstacles and exceed expectations. Skilled organizational influencer through strong collaboration and creation of cross-functional partnerships. Wide breadth of product delivery experience spanning hardware, firmware, cloud back end services, database and customer facing applications.

**Noted for driving organizational value:**

- **Superior Communicator:** Extensive experience working with and presenting to executive and C-level team members.
- **Exceptional Change Agent:** Inventively applying technology to meet customer requirements and deliver innovative products.
- **Proven Leader:** Led diverse, agile and globally distributed product development organizations for on-budget and on-time delivery.
- **Relentless Product Focus:** Partners with Customers, the Business and Stakeholders to identify, capture and deliver the highest value of the moment.
- **Creative Innovator:** Authored dozens of invention disclosures with 17 issued patents for IoT products and e-commerce business models.

## Core Competencies that Drive Results

- Product Roadmaps
- Building Agile Teams
- Innovation
- Creative Vision
- Patent Creation
- New Business Development
- Technology Strategy
- C-level Presentations
- Vendor Management
- Learning Culture
- Budget Management
- Offshoring
- Cloud Computing
- AWS Serverless
- Mobile / Cloud Apps
- Cloud Architecture
- e-commerce
- IoT

## Aligning Technology with Business through Strategic Leadership

FX Global Inc., Portland, OR

2016 - 2018

*A wholly owned subsidiary of Fuji Xerox Co., Ltd. in Japan focused on research and IoT product development to expand opportunities into western markets. Fuji Xerox has 47,357 employees and \$10.1B in annual revenue.*

### Senior Director of Technology

**Recruited to innovate a new line of business and technology for Fuji Xerox's new IoT initiative, one of three company strategic pillars.** Defined cutting edge architecture using AWS server-less and IoT services that delivered a completely elastic, pay-as-you-use cost model and nearly

infinite scalability to support **1.5M** machines sold yearly to the field. Hired and led a DevOps oriented team to deliver integrated mobile and cloud applications, micro services, firmware and appliance hardware in under a year. Implemented Agile Scrum and development best practices to successfully integrate offshore development and QA resources.

- **New Business Creation:** Defined product strategy and roadmap and innovated a new line of business with AWS IoT and server-less architecture.
- **Product Delivery:** Built a strong, capable and agile team that quickly meshed and rapidly delivered a customer focused product.
- **Patent Creation:** Created intellectual property portfolio, authoring 16 IoT patents.
- **Continuous Integration:** Implemented DevOps pipeline using gulp, Jenkins and Terraform to deploy complex AWS environment configuration in minutes.
- **Cross-cultural Relationships:** Cultivated strong relationships with executive sponsors and senior management in Japan.
- **Presentation Skills:** Multiple product demonstrations to Fuji Xerox CEO, SVPs, CSO and other senior leadership. Briefed executive management weekly.
- **Contract Negotiation:** Secured key vendor services through contract negotiation.

**Xerox International Partners.**, Portland, OR

2010 – 2016

*A child company of Fuji Xerox Co., Ltd. and Xerox Corporation that OEMs print hardware and software solutions for Fortune 50 Customers. Over \$500M in annual revenue and 83 employees world-wide.*

### Senior Director of Solutions

**Recruited to open the Portland based Solutions Center to define and deliver software and cloud services to Fortune 50 OEM customers.** Originated multiple product line solutions and services strategy for application enabled multi-function printers. Collaborated with Fuji Xerox engineering leadership to secure delivery commitments. Traveled frequently with the CEO and CTO to propose software and cloud solution strategy to OEM customers such as Dell, Lexmark and Oki. Successfully sold solutions product roadmap and controller strategy worth over **\$500M** in revenue over three years.

- **Solution Strategy:** Created solutions technology controller strategy for performance, advanced and mainstream class Dell printer product lines.
- **Product Creation and Delivery:** Originated the concept, sold and delivered Dell Document Hub. Delivered Dell OpenManage Printer Manager enterprise management software.
- **Superior Communication:** Communicated effectively and frequently with VP and C-level and executive staff of XIP and Dell to provide market intelligence, technical guidance, cloud subject matter expertise and new solution options.
- **Cross-Cultural Relationships:** Built strong relationships with executive, business and engineering teams in Australia, India, Singapore, Japan, and UK.
- **Ideation Expertise:** Devised financial models and Pro Forma P&L to pitch new business concepts to C-level staff.
- **Recognized Contributions:** Earned special recognition award for technology leadership and innovation. Earned achievement awards for driving Business results, Customer Satisfaction, Teamwork and enhancing Xerox International Partner's value.

**Interactive Northwest**, Portland, OR

2006 – 2010

*Providing best-in-class, customer focused interactive voice response, computer telephony integration and self-service applications. Interactive Northwest lead in providing emerging contact center technologies.*

### Director of Software Engineering

**Hired to define product roadmap and technology strategy and deliver next generation of existing product lines.** Defined all aspects of the hardened technology platform and specifications to meet the DoD's Joint Interoperability Test Command (JITC) certification requirements for NSA, Air Force, Marine, Navy and Army installations.

- **Technical Customer Engagement:** Engaged customers in key sales situations to communicate INI's technology and technical acumen to drive deal closure.
- **Quality Improvement:** Defined practices and toolsets that improved effort estimation, delivery predictability and reduced bug creation levels by 65%.
- **Versatile Contributions:** Authored marketing materials to define product messages and presented at tech seminars on web services to large audiences at industry conferences.
- **Strong Multi-Tasking:** Directed the Software Engineering and Quality Control teams, continuously prioritizing new project efforts, while delivering on existing commitments.
- **Established Knowledge Sharing Culture:** Implemented MS SharePoint and process, as well as knowledge creation to share organizational knowledge that was previously siloed.

### Previous Roles

**RazorLynx LLC, acquired by CypherEdge Technologies Inc.**, Seattle, WA

2004 – 2006

#### Vice President of Technology and Product Development

Provided technical leadership, product definition and roadmap for the CallMine Data Analytics and RazorLynx product lines. Led a team of 30 off-shore and onshore developers that developed world-class business analytics software, processing over 1 billion mobile records for T-Mobile daily.

**Xerox, Inc.**, Portland OR

**Team Lead and Senior Technical Contributor**

2002 – 2004

**Projects Technical Lead and Application Architect**

2000 – 2002

**Software Design Engineer**

1998 – 2000

## Education and Training



**BS in Computer Science**, University of Oregon, 1998, 3.97 GPA, Dean's List, all quarters

**BA in English**, University of Montana, 1994, 3.81 GPA, Graduated magna cum laude



**Lean Six Sigma Yellow Belt**, Xerox, Inc.

**Management Training Program**, Xerox, Inc.

**Java Certified Programmer**, Sun Microsystems, Inc.

**Cloud Security Knowledge**, Cloud Security Alliance

**Agile Scrum Training**, GSD Mindset, LLC

**Leading Through Change**, LEARN IT!

**Present Like a Pro**, LEARN IT!

**Manage Conflict**, LEARN IT!

**Set and Achieve Goals**, LEARN IT!

**Performance Appraisal**, LEARN IT!

## Patents

<http://www.russellneville.com/portfolio/#russell-patents>

## Interests

cycling, board games, running, homebrewing