

Param Vora

Product Craftsman

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ABOUT

I enjoy building and launching delightful products. My expertise is working with cross-functional teams to identify business problems, understand technical constraints, and define a product roadmap with a successful go to market strategy.

EXPERIENCE

Founder and Head of Product

OpenSilo

San Francisco, CA

May 2013 - Sep 2015

At OpenSilo, our goal was to develop software that helps companies connect information through the right people. I lead a team to launch 2 SaaS products to pilot enterprises:

- Knowledge-Powered Chat: Combined knowledge management & communication platform designed to enable employees in organizations to find subject matter experts, collaborate, and build a knowledge base organically through conversation.
- Intelligent Customer KnowledgeBase: SaaS platform that lets companies instantly create a self-service help page that allows customers to find answers themselves. It features a contextual search that learns from ticket-resolution data in customer support CRMs.

OpenSilo raised an angel round from leaders in Twilio, Twitter, Yahoo and Thomas Korte, founder of AngelPad, named the number #1 startup accelerator in the country.

Technical Sales Engineer

Texas Instruments

Sunnyvale, CA

Jul 2011 - Feb 2013

As a hybrid technical sales and service role, I was responsible for discovering, closing, and growing sales of TI's semiconductor technology in Amazon's hardware devices. Specifically, I helped launch the first 2 Kindle Fire tablets using the Texas Instruments OMAP platform. Additionally, my role required working with hardware and software engineering teams at Amazon and Texas Instruments to:

- assure requirements were communicated to our teams for development
- spec requirements were met and tested against during development
- collaborate with finance & operations to plan and execute a successful launch of the tablet.
- resolve all hardware and software related issues Amazon faced with our products

Our team grew Amazon to a top 5 account between 2011-2013, and a full business unit with over 500 employees was assigned to the account.

- The Amazon account grew from \$1m to over \$250m in revenue in 2 years
- I was directly responsible for \$35m of revenue growth.

Product Engineer

Texas Instruments

Dallas, TX

Jun 2010 - Jul 2011

I was part of a team that working closely with TI's customers and TI's engineering teams to build automated test programs (in C++) to assure semiconductor devices in production met customer spec. This role also required data analysis and manipulation of manufacturing data in R/Python to assure optimal yield of good devices in production.

I devised a new measurement flow that boosted accuracy of finding bad devices by 30%, leading to a 10% overall increase in cost savings. This flow became a standard for the entire product group.

EDUCATION

University of Illinois at Urbana-Champaign

Bachelor of Science in Electrical Engineering

2005 - 2010

I enjoyed taking a balanced coursework between hardware and software with an emphasis on special engineering projects.

I was part of teams that built a personal health device, similar to the Fitbit, that also detects falls & emergencies for hikers.

Additionally, I took off a semester to do a co-op at Texas Instruments for 9 months.

CONTACT

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