

Wayne A. Seltzer
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SUMMARY

Visionary Product Manager with a hard-to-find combination of business, and technical leadership skills, able to bridge the worlds of marketing and engineering. Developed industry-leading, successful products in the computer hardware, software, telecommunications and services industries.

EDUCATION

Massachusetts Institute of Technology (MIT) *Cambridge, MA*
Master of Science and Bachelor of Science degrees in Electrical Engineering and Computer Science. Studies included computer architecture, digital signal processing, telecommunications, digital systems, real-time computing and control, economics and engineering management.

EXPERIENCE

- **Oracle Corporation / Sun Microsystems** *Broomfield, CO*
1999- Present

Principle Product Manager, Global Customer Services

Responsible for Sun's portfolio of proactive, automated service capabilities. Develop product requirements and business plans, perform competitive analysis, engage with cross-functional teams including engineering, operations and service delivery, and drive internal and external marketing efforts.

Software Engineering Manager, Software Systems Group

Managed the Solaris File System software development group; responsible for designing, developing, and maintaining operating system software for SPARC and x86 architectures. Responsible for staff hiring and development, performance reviews, project leadership, scheduling, planning, and budgeting.

- **Sybase Inc.** *Boulder, CO*
Senior Product Manager 1996- 1999

Developed strategy and direction for Sybase's industry-leading Replication Server product family, which generated over \$40M in direct annual revenue. The products provide near real-time database synchronization technology supporting distributed system applications such as high availability, data distribution, and heterogeneous integration with IBM DB2, Microsoft SQL Server, Oracle, Informix database servers. Responsibilities included product requirements analysis and specification, competitive analysis, and sales support. Engaged with several software engineering teams, developing enterprise software in Java, C++ and C on Unix and Windows platforms.

- **International Language Engineering (ILE)** *Boulder, CO*
Director of Engineering 1995 - 1996

Managed 20+ software localization engineers and technicians in a service organization. Responsibilities included staffing, budgeting, performance reviews, ISO-9000 process improvement, scheduling, major account contact, and technical leadership.

- **Software Engineering Consultant (Self Employed)** *Boulder, CO*
1990 - 1995

Provided software engineering and management consulting services, specializing in the areas networking and system integration for UNIX, Windows, and Macintosh systems. Long-term project for American Express/Epsilon Data Management Systems included networking design, reengineering, and development for a sales automation system using MPW C and Omnis7 on Apple Macintosh, and C and ksh on IBM RS/6000 (AIX Unix and Sybase). Developed custom business systems using PC database technology (dBase, 4th Dimension, Omnis7, Microsoft Access and Visual Basic.)

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- **Software Design & Analysis, Inc.** *Boulder, CO*
Consultant 1992 - 1994
Performed consulting services focused on software development environment technology. Responsibilities included project management, UNIX-based software development, training and education, and systems administration. Several projects were related to PCTE (Portable Common Tool Environment), an ECMA standard for tool integration based on a object management database. System administration for a wide area network of Sun and Mac workstations.
- **CyberLYNX Computer Products** *Boulder, CO*
Project Manager 1989 -1991
Managed consulting projects for the development of home automation systems using low cost local area networks, embedded systems, and custom integrated circuits. Clients included consumer products electronics manufacturers, telephone operating companies and power utilities. Performed market research, product planning, requirements definition, and functional specification. Developed system designs, project plans, and cost estimates and budgets. Designed embedded systems hardware and software.
- **Cadnetix Corporation** *Boulder, CO*
Systems Product Manager 1986 - 1989
Responsibilities included product planning and direction, corporate coordination, and sales support. Product management areas included operating systems, networking, and system software. Technical liaison between Cadnetix and Sun Microsystems; successfully led transition from proprietary hardware to Sun product line. Developed successful partner relationships with other independent software vendors, including Interleaf, Inc. and FrameMaker/Adobe Systems.
- **NBI Incorporated** *Boulder, CO*
Senior Engineer / Project Leader 1982 - 1986
Designed and managed the implementation of a data communications system for UNIX-based office automation workstations. Communication protocol work in RS-232C, Ethernet, TCP/IP, and IBM SNA. Project leadership for several products including PostScript printer interfaces, image scanning, and multi-media document integration. Ported 4.2BSD UNIX to 68010-based workstation. Implemented hardware/software interfaces for peripheral devices. UNIX internals programming in C and 68000 assembler. Investigated strategies for NBI to incorporate voice and telephone technology into its product line.