**SANTH SATHYA**

## 121 Festive Ct, Chuluota FL 32766 (Orlando Metro)

Phone: 408 905 0036 - santh.sathya@gmail.com

Experienced Product Development, Engineering and Operations Executive, with leadership experience from L3Harris, Siemens, GE and Ford. Engineering. Product creation expert with passion for creating market based products/ services in response to competition. Result oriented leader in Robust Design, Continuous Improvement, Validation Planning and Global Sourcing Strategies, with a history of achieving profits, cost and efficiency targets. Managed $500M P&L. Top ranked MBA (Fuqua School of Business, Duke University) and MS in Engineering. ***US Citizen.***

Core competencies:

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| * Product Management & Product Development * Systems Engineering, Verification and Validation * Customer Insight & Competitive Benchmarking – QFD * Robust Product Development & Validation planning * Financial management and Operations Management * Cost Reduction through Lean Design * Data Analytics, IOT and Automation | * Certified GE Six Sigma Master Black Belt (DFSS) * Program management, PMP certification * Autonomous systems and deep learning * Risk management & Problem solving – G8D/ FMEA * Expertise in Automotive, Gas Turbines and Energy distribution, Energy Storage and Li Ion Batteries * Market Analytics | |
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**PROFESSIONAL EXPERIENCE**

**L3Harris Corporation** Palm Bay, FL  **Jan 2020 – Jan 2021**

*Director - Maritime Product Strategy and Business Integration*

Led strategy for Maritime sector, a $1.5B P&L; developed 3 year strategic plan and achieved 14% growth. Integrated overall strategy with segment, corporate and business divisions.

* Developed strategic plan to achieve 14% growth in Maritime business through market and financial analysis.
* Created go to market strategies for top focus countries in alignment with international and corporate teams.
* Managed business reviews for six divisions including autonomous vehicles division and 25 sites globally and supported sector president in achieving financial goals; achieved 14% growth for the year 2020.
* Simplified maritime business structure and integrated business operations and achieved savings of $23M
* Developed business case through market analysis and supported divesting of $80M energy storage investment.

**Insitu** Hood River, OR **Aug 2017 – Jan 2020**

*Head – Systems Engineering*

Led systems engineering function, built people, process and tools to achieve lean product creation and product development capabilities and support corporate growth targets

* Conceptualized and Developed Minimum Viable Product (MVP) method for Insitu product development.
* Redefining PDP at Enterprise level to drive cross functional, market focused product development.

**SAIL - Amaron (A Johnson Controls Joint Venture),** Orlando, FL **2015 – July 2017**

*Chief Strategy Officer/ Group Vice President– Product and Technology Strategy*

Led Corporate Strategy for Products and Technology for Amaron, a 2B USD Conglomerate; developed Li Ion battery and micro grid products and technologies for Energy, Automotive and Industrial verticals.

* Managed P&L of $200M and achieved annual growth of 20% in revenue. Launched two pilot programs in Li – Ion energy storage solutions; achieved 18 month concept to commercialization time using lean startup principles.
* Led microgrid distribution technology solutions for SmartCity development in collaboration with General Electric.
* Head renewable energy product strategy; achieved 15% in Asia marketshare for roof top solar microgrids.
* Set up three M&As: 1) 200M USD JV with digital electronics partner in Europe, 2) 400M USD Auto manufacturer in China and 3) a 250M USD Commercial Refrigeration JV with a partner in US.
* Developed markets for Amaron lithium ion batteries in automotive, motive power and cell phone industry verticals, resulting in 20% increase in market share in Asia Pacific region.
* Managed technology and business roadmap through analysis of industry and market trends, competitors, growth opportunities and internal performance. Achieved ROI of 30% on investments and M&As.
* Created data analytics infrastructure and IoT architecture to evaluate, operationalize and monitor new energy storage solutions in distributed power, resulting in annual revenue increase of 22%.

**SIEMENS ENERGY,** Orlando, Florida, USA **2014 – 2015**

*Product Strategy and Operations Director – Gas Turbines*

Led Siemens global product management team of five direct report engineering managers; developed product strategies and product concepts for gas turbines through competitive benchmarking/ technology research.

* Developed product requirements and detailed designs for next generation gas turbines through R&D Programs, market research and concept validation.
* Finalised $2M service sales with utilities like Nextera and Duke Energy for Siemens gas turbines service packages.
* Developed R&D/ Technology pipeline for Gas Turbines, set Performance Targets and validated Business Strategy.
* Managed IP strategies to protect Siemens’ competitive advantage and led commercialization of R&D technologies.
* Conducted weekly technology and design reviews for new projects and drove executive decisions on product plan.

**GE ENERGY,** Greenville, South Carolina, USA **2008 – 2013**

*Operations Manager*

Managed powerplant development team of five direct report program managers and created product concepts for new technology Gas Turbines for North America and emerging markets. Increased marketshare by 10% in 2011.

* Led product strategy and design for new products from concept to commissioning, through Requirements Flowdown, Systems Engineering, Verification and Validation.
* Led product development of new thermal power plant projects through QFDs and VOC analysis. Reduced new product development cycletime by six months through lean startup approach.
* Controlled and managed $65M P&L; Managed the engineering design function for existing and new gas turbine product lines. Reduced spending by $5M by improving operating efficiency and by introducing should cost tools.
* Led concurrent engineering methods in New Product Introduction through structured collaboration with global sourcing, advanced technologies, manufacturing and competitive benchmarking. Achieved 40% increase in ROI.
* Implemented cost strategies and achieved $5M savings by implementing Disruptive Cost Methodologies and Competitive Benchmark Analysis for thermal power plants.
* Championed requirements flow-down and validation development through Failure Mode Avoidance Approach. Reduced open field failure issues from 82 to 12; saved $50M in warranty.

**FORD MOTOR COMPANY,** Dearborn, Michigan, USA **1995 – 2008**

*Product Manager*

Led engineering division of Ford Fuel Cell Center; Engineered and delivered fuel cell stack for hydrogen-powered vehicles. Managed team of ten engineering and purchasing direct reports. Created and implemented product strategy for fuel cell driven Explorer and Focus vehicles. Produced 200 prototype fuel cell vehicles.

* Led the Ford Hydrogen Fuel Cell stack development from concept to production. Designed, developed and validated fuel cell stack through the Ford Robust Design process and integrated into the Focus vehicle platform.
* Developed product strategy for Fusion and Escape Hybrid, using QFD and benchmarking Camry and Mazda Tribute.Resolved issues like axle whine in Mustang, throttle sticking in Windstar and vehicle rollover in Explorer through FMEAs and G8D investigations.
* Led engineering, validation and launching of driveline systems for 2005 Focus, 2005 Escape and 1998 to 2005 Windstar minivans. Executed make or buy decisions to optimize cost, quality and supplier development.

# EDUCATION

MBA - **DUKE UNIVERSITY, The Fuqua School of Business,** Durham, North Carolina, USA

MS in Mechanical Engineering - **OHIO UNIVERSITY,** Athens, Ohio, USA

BS in Mechanical Engineering - **ANNA UNIVERSITY, College of Engineering,** Guindy,Chennai, India

***Analysis Softwares:*** PLM, Tableau, Agile, Jira, AtRisk, Apollo RCA, Minitab, C, C++, Visio, CATIA, IDEAS, ProE, Solidworks, MS Excel, MS PowerPoint