

JAVIER GARRIZ

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Profile

Over 20 years in high-technology and related fields, including roles in aerospace research, software development, medical device development, technical training, technical sales and product management, in organizations ranging from small start-ups to Fortune 500 companies.

- Strong communication skills—I particularly relish translating tech-speak into language understandable by a wide range of audiences, and enjoy giving presentations
- Comfortable in both technical/engineering-focused roles as well as business-focused roles
- Enjoy working in a cross-functional capacity with varied, global teams—both internal (development, sales, product management, tech support) and customer-facing (channel partners, user groups)
- Well-suited for work environments requiring a high degree of versatility and minimal supervision
- Well-suited to be a “technology evangelist” for products/technologies I believe in

Experience

November 2016 - present : Marketing Manager, Siemens Digital Industries Software

- Developing technical content and managing marketing campaigns in support of the Simulation and Testing solutions within Siemens Simcenter.

September 2015 - June 2016 : Consulting Engineer, ViGYAN, Inc.

- Provided engineering and regulatory guidance on the application of a proprietary ViGYAN data analysis package to the development of an early-stage medical device (ViGYAN's first-ever foray into medical applications/devices).

April 2012 - June 2015 : ivWatch, LLC

- Vice President of Product Management (November 2013 - June 2015)
- Director of Product Management (April 2012 - October 2013)
- Led the product management efforts as part of a small, dedicated team of talented engineers and scientists who took a first-of-its-kind medical device from the prototype stage through to FDA clearance and production-readiness.
- Participated in vendor selection and served as the primary point of contact with selected contract manufacturers to implement the team's intent and vision for the product.
- Led the close interaction of the team and the selected contract manufacturers to develop and perform the risk analyses (in accordance with ISO14971 and ISO13485), product testing (including human factors/usability testing), verification and validation testing, and interactions with regulatory consultants and agencies.
- Gave numerous presentations to various audiences: company board members, investors, and groups from large established companies in the vascular access space.
- Staffed the ivWatch booth at five professional nursing conferences—AVA, INS (twice), ENA, ONS (these were the first five conferences at which ivWatch had a booth presence).
- Was one of the primary authors of the first ivWatch 510(k), and served as the liaison with FDA during the 510(k) review process, which culminated in the granting of market clearance (see http://www.accessdata.fda.gov/cdrh_docs/pdf14/k142374.pdf).
- Co-inventor on US Patent No. 9,326,686: “System and Method for Mitigating the Effects of Tissue Blood Volume Changes to Aid in Diagnosing Infiltration or Extravasation in Animalia Tissue”

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April 2008 - Present : Right Brain Communications, LLC

- Founder and sole proprietor
- Developer of websites for small businesses

January 2005 - March 2008 : ViGYAN, Inc.

- Lead Engineer, ViGYAN Computational Fluid Dynamics Lab
 - Purchased and performed system administration of all lab equipment (Mac and Linux workstations, data storage).
 - Developed the training program for the Tetrahedral Unstructured Software System (TetrUSS) and associated tech support offerings, as well as the pricing model for each.
 - Developed all training materials for the TetrUSS training program, including written documentation for all component computer programs, tutorial videos, class presentations and test cases.
 - Conducted training classes and provided tech support, collected trainee feedback on course effectiveness.
 - Oversaw the development of a lab-developed software package (ViGYAN SimpleView).
 - Generated unstructured grids in support of NASA projects.

July 1999 - May 2003 : Symantec Corporation

- Senior Product Manager, Symantec Web Security
 - Responsible for all aspects of product definition and market positioning of combined web content filtering and anti-virus product (Symantec Web Security Versions 2.0, 2.5 and 3.0).
 - Worked closely with local and global development, licensing, tech support, Quality Assurance and documentation teams, including the development and documentation of competitive analyses.
 - Worked closely with local and global marketing teams to craft marketing communication documents for Symantec sales staff and customers.
 - Participated in global product launches, including training of regional sales and system engineering staff, press meetings, and regional customer visits.
 - Participated in media engagements (interviews for product reviews in print and/or audio) in support of sales and marketing efforts.
- Regional Product Manager for EMEA (Europe, Middle East and Africa) Region
 - Served as liaison between regional (EMEA-based) sales and marketing teams supporting web and e-mail Content Filtering products and main (US-based) development, product management and tech support teams.
 - Attended European regional trade shows in support of sales and marketing efforts.
 - Conducted training of regional sales and system engineering staff on web and e-mail Content Filtering products.
- System Engineer
 - Supported Symantec sales and marketing efforts to integrate and sell the newly-acquired web and e-mail Content Filtering products (I-Gear, Mail-Gear from URLabs).
 - Attended trade shows in support of sales and marketing efforts.
 - Appeared on *Silicon Valley Business This Week* (demonstrating Symantec's recently acquired I-Gear product).

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October 1998 - June 1999 : Unified Research Labs (URLabs), Inc.

- Sales and System Engineer
 - Participated in the sales and marketing of web and e-mail Content Filtering products (I-Gear, Mail-Gear) to education (K-12) and commercial markets.
 - Worked directly with customers and channel partners in sales and/or system engineering capacities.
 - Attended numerous trade shows (domestic and international) in support of sales and marketing efforts.

Note: URLabs was acquired by Symantec Corporation in June 1999.

October 1997 - September 1998 : ViGYAN, Inc.

- Senior Applications Engineer, NASA Langley Research Center Configuration Aerodynamics Branch
 - Generated tetrahedral unstructured grids and accompanying flow solutions (using the TetrUSS package) in support of various NASA projects.
 - Continued the development and delivery of the training program (held approximately once a month) on the use of GridTool (the graphical pre-processor for the VGRID unstructured tetrahedral grid generator).

October 1993 - September 1997 : Computer Sciences Corporation (CSC)

- Senior Member of the Technical Staff, NASA Langley Geometry Laboratory
 - Generated tetrahedral unstructured grids and accompanying flow solutions (using the TetrUSS package) in support of various NASA projects.
 - Contributed to the development of unstructured grid generation-related software tools.
 - Developed and conducted a training program (held approximately once a month) on the use of GridTool (the graphical pre-processor for the VGRID unstructured grid generator).

October 1986 - September 1993 : ViGYAN, Inc.

- Research Engineer, NASA Langley Research Center Theoretical Aerodynamics Branch
 - Developed and implemented computational methods for performing 3-dimensional transonic wind-tunnel wall interference assessment and correction calculations (all coding done in FORTRAN 77, codes running on NASA Cyber 205 and Cray supercomputers).
 - Performed research on topics in aerodynamic optimization and boundary layer linear stability theory.
 - Published research results in NASA Technical Reports, NASA Conference Publications, AIAA Journal, Journal of Computers and Fluids.

Education

M.S., Aerospace Engineering, The University of Alabama, December 1987

Recipient of the University of Alabama Outstanding Graduate Teaching Award for the 1985 - 1986 academic year

Recipient of the University of Alabama College of Engineering Outstanding Graduate Teaching Award for the 1985 - 1986 academic year

Represented the southeastern region in the national student technical paper competition held in conjunction with the American Institute of Aeronautics and Astronautics (AIAA) 23rd Aerospace Sciences Conference in Reno, Nevada, January 1985

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B.S., Aerospace Engineering, with honors, The University of Alabama, May 1984

1st place winner, AIAA Southeastern Regional Student Technical Paper Competition,
Undergraduate Division, Orlando, FL, April 1984

Recipient of Tau Beta Pi (Engineering Honorary Society) Outstanding Sophomore Award
(1982)