

Joseph Weihs

11 HOWARD STREET
ARLINGTON, MASSACHUSETTS 02476

+1 508-284-5743
yossi@weihs.net

Product Management

A successful product manager and engineering leader with experience in multiple industries. I have delivered products in a variety of web technologies such as enterprise, e-commerce and government regulated environments. I excel in bridging the gap between the sales / marketing business people and the engineering teams, earning the respect of both.

STRENGTHS

- Product Management –customer requirements elicitation, product roadmap and specification creation. Excellent communicator of technical issues. Intellectual property portfolio management.
- Engineering Management – leadership and team building, project planning and budgeting, process improvement and delivery to schedule.

EXPERIENCE

Secure Islands

Jerusalem, Israel

Startup Company in the data loss prevention space.

Consultant

1/2010 – NOW

As independent consultant to SI, working with CEO on product positioning, investor recruitment and business development.

SeaChange International

Acton, MA

SeaChange (Nasdaq:SEAC) produces software and equipment for cable television.

Director of Product Management, Cable Advertising

3/2008 – 12/2009

Own P&L for new and established advertising product lines \$30M in yearly sales. Drove team to multiple on time releases of versions for established Spot advertising product. Facilitated AdPulse VOD advertising product development, customer trials and first in industry production deployment of product at Virgin Media. Business case and analysis for advertising campaign management product culminating in patent submission.

Dataxu, Inc

Boston, MA

Startup Company in internet advertising optimization space.

Consultant

5/2008 – 2/2009

As independent consultant to Dataxu, defined product strategy and messaging, mentored engineering team and facilitated investor meetings.

Avidyne Corporation

Lincoln, MA

Privately held company produces avionics for general aviation aircraft.

Sr. Engineering Manager, Software

8/2005 – 3/2008

Delivered and upgraded pilot and customer B2C web portal for live flight tracking, communication and product service. Delivered multiple software releases for both existing and next generation of Entegra Electronic Flight Instrument System. Two “first in the industry” achievements in DO-178B certification: [FAA Reusable Software Component operating system](#), and DMA based ARINC 653 device driver.

GameLogic Inc

Waltham, MA

Company (founded as Revahertz Networks) produces lottery, casino and internet gaming software solutions.

Sr. Director of Engineering

2/2004 – 5/2005

Delivered multiple products on time and on budget – both web software and embedded software/hardware devices. In charge of engineering budget in excess of \$1M. Directed 15 person engineering development team. Hired and managed QA, regulatory compliance and customer service teams. Introduced outsourcing, managed outsourcing vendor selection and ongoing relationship. Executed IP strategy with a patent portfolio of over 30 submissions.

Bandwiz Inc

Herzeliya, Israel & Framingham, MA

Co-founder of software startup in the content delivery networking

2/2000 – 1/2004

Director of Technical Services

Executed three successful beta implementations and 10 enterprise customer evaluations on tight schedule. Successfully created content delivery solutions with IBM, Documentum and other vendors using internal team and external contractors. Developed technological strategic alliances, defined and implemented partner product integration. Built a team of three sales and support engineers.

Director of Product Marketing

Drove new product and marketing communications strategy during company restructuring. Assisted in collection customer requirements, determination of product road map. Sales technical evangelist and worked with business development on joint solution technologies.

Senior Development Group Manager

Part of the company founding team. Proactively defined company culture, procedures and operations. Managed the specification, design and implementation of server product. Recruited and managed a team of four software engineers.

Orbotech Ltd

Yavne, Israel

Orbotech (Nasdaq:ORBK) is a world leader in electronics Automated Optical Inspection equipment, concentrating on PCB and flat panel display inspection.

10/1997 – 2/2000

Group Manager

Promoted to group manager. Managed a team of five software engineers in charge of building the ICP-8060 system control application using constant integration. Successfully completed multiple beta site implementations.

Software Engineer

Implemented a parallel cluster image processing system for ICP-8060 semiconductor packaging inspection machine in a Linux environment. Facilitated multiple system field trials around the world. Improved software quality and mentored PhD level algorithm developers.

Israel Air Force - Engineering Corps

Tel-Aviv, Israel

Project Manager

7/1994 – 9/1997

Managed \$3M software development project of a preventative maintenance decision support system, aggregating information from dozens of information systems. An optimization project for the F-16 fighter saved over \$2 million in maintenance costs. Managed liaison with contractors, foreign air forces and FMS program.

Aeronautical Engineer

12/1991 – 6/1994

Managed several aircraft structural fatigue tracking systems – a combined avionics and ground station application. Published reports and analysis for senior management. Delivered finite element strength and structural fatigue life analysis.

EDUCATION

Master of Engineering, Systems Engineering 1999 - 2001
Technion – Israel Institute of Technology, Haifa, Israel

Bachelor of Science, Mechanical Engineering 1987 - 1991
Technion – Israel Institute of Technology, Haifa, Israel

CORE COMPETENCIES

Software engineering –C++, Java, LAMP, Linux, Windows, embedded systems, multithreading / multiprocessing, operating system and device driver development.

Product Management – PRD and MRD development. Voice of the customer. Partnership and key customer interaction. Budgeting and planning.

Process – ISO 9000, TL 9000, DO-178B, Agile Development

Fluent in English, Hebrew and basic French and German.

Private Pilot Certificate, Certified Diver.

PROFESSIONAL MEMBERSHIP

INCOSE - The International Council on Systems Engineering
President of New England Chapter 2003 through 2008 – <http://www.incose-ne.org>

SCTE – Society of Cable Telecommunications Engineers

CTAM - Cable & Telecommunications Association for Marketing

Town of Arlington – member of Cable Advisory Committee

PATENTS

Patents applied for at Bandwiz, Gamelogic, Avidyne and SeaChange International.

WORK AUTHORIZATION

Authorized to work for any employer in the USA.