

PRIYA DESAI

VICE PRESIDENT, PRODUCT ENGINEERING & PLATFORM ARCHITECTURE

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Rapid Progression Across Cloud, Data, AI, and Enterprise Software Innovators

Product-engineering executive with 20+ years of experience converting complex technology into scalable, secure, market-ready platforms across cloud infrastructure, enterprise SaaS, data products, and applied AI. Blend hands-on architecture depth with P&L judgment, customer insight, and disciplined engineering operations to accelerate adoption, revenue, and enterprise value. Build high-accountability global organizations, modernize legacy platforms without destabilizing customers, and establish product-quality systems that improve speed, reliability, security, and cost simultaneously. Trusted by boards, CEOs, product leaders, and strategic customers to recover stalled roadmaps and commercialize category-defining technology.

MARKET-LEADING PLATFORMS | SOFTWARE QUALITY | COMMERCIAL IMPACT

Cloud Architecture | AI/ML Products | Engineering Excellence | Product Commercialization | Global Teams | P&L

- **\$268M in New ARR:** Launched three enterprise platforms adopted by 127 customers and contributing 32% of revenue.
- **Platform Reliability:** Raised availability from 99.90% to 99.995% while reducing Sev-1 incidents 73% and defects 61%.
- **Commercialization:** Cut enterprise onboarding 74% and improved activation 43% through self-service configuration.

ENGINEERING CAREER PROGRESSION | PRODUCT VALUE CREATION

VANTERA CLOUD SYSTEMS — San Jose, CA

2018-Present

Senior Vice President, Product Engineering & Platform Architecture | 2022-Present

Promoted to unify product engineering, developer experience, reliability, and technical customer strategy

Vice President, Software Engineering | 2018-2022

\$310M product portfolio | 215 engineers in 5 countries | \$96M operating budget | Executive Leadership Team

Recruited to stabilize a fragmented multi-tenant platform and regain enterprise customer confidence, then promoted to direct the full product-engineering portfolio. Partner with the CEO, Chief Product Officer, and go-to-market leaders on product strategy, build-versus-buy decisions, pricing economics, acquisition integration, capacity investment, and customer commitments. Lead architecture, engineering, data and AI, SRE, DevSecOps, quality engineering, developer experience, technical program execution, and solutions architecture across the United States, Canada, Poland, India, and Singapore.

Transformed an unstable product estate into a reliable, extensible commercial platform.

- **Created a shared cloud platform serving 127 enterprise customers and generating \$268M in ARR** by consolidating nine product stacks, standardizing tenant services, and sequencing migrations around contractual constraints.
- **Improved release performance from monthly deployments to multiple releases daily** through product-aligned teams, trunk-based development, automated testing, progressive delivery, and platform engineering.
- **Recovered \$84M in at-risk renewals and expanded net revenue retention from 101% to 119%** by integrating engineering leaders into strategic accounts, establishing executive recovery plans, and eliminating chronic product friction.
- **Built and retained a globally distributed leadership bench** promoting 23 engineering leaders, increasing critical-role succession coverage from 38% to 91%, and improving regrettable attrition from 16% to 6%.

ENGINEERING IMPACT

\$268M

new ARR launched

99.995%

platform availability

61%

fewer escaped defects

32%

lower cloud unit cost

215

engineers across 5 countries

Scaled innovation while strengthening architectural and financial discipline.

- **Introduced a governed generative-AI platform used across 14 products** with model evaluation, data controls, prompt/version management, human oversight, and cost telemetry; accelerated feature delivery 29%.
- **Lowered annual infrastructure and engineering expense \$41M** by retiring redundant services, renegotiating cloud commitments, rightsizing workloads, and creating accountable unit-economics dashboards.

PRODUCT ENGINEERING VALUE

DEPLOYMENT FREQUENCY

+860%

monthly to multiple releases daily

ESCAPED DEFECTS

-61%

quality gates and automated testing

CLOUD UNIT COST

-32%

FinOps and architecture redesign

CUSTOMER ONBOARDING

-74%

self-service configuration and APIs

Representative results from the current product-platform transformation

EARLIER PRODUCT ENGINEERING & ARCHITECTURE LEADERSHIP

ORBITAL DATAWORKS — Seattle, WA

2013-2018

Director, Platform Engineering & Data Products

VC-backed enterprise analytics company | 64 engineers | United States and India | \$42M development portfolio

Directed architecture, product engineering, quality, and customer migration for an enterprise analytics suite transitioning from on-premise software to multi-tenant SaaS. Retained following acquisition as integration architect and engineering leader.

- Generated \$58M in new subscription revenue and increased gross margin 17 points by converting the flagship analytics product to a configurable SaaS platform and retiring custom deployment branches.
- Reduced implementation time from 26 weeks to 7 weeks and cut professional-services effort 46% through metadata-driven configuration, reusable connectors, automated data validation, and standardized migration playbooks.
- Preserved 96% of recurring revenue during acquisition integration by sequencing customer migrations, protecting critical capabilities, and creating joint architecture and support governance.

HELIOS VIRTUALIZATION — Palo Alto, CA

2007-2013

Technical Director, Cloud Infrastructure | Release Engineering

Progressive roles in distributed systems, release management, customer advocacy, and global engineering

Led architecture, release engineering, and product-quality programs for virtualization and private-cloud products. Led 38 engineers across California, Ireland, and Malaysia and partnered with customers on performance and upgrade readiness.

- Expanded enterprise adoption 36% and improved technical win rate 15 points by translating customer workloads into reference architectures, performance proofs, and prioritized platform capabilities.
- Shortened major-release stabilization from 18 weeks to 6 weeks through release-readiness criteria, automated regression suites, defect analytics, and joint engineering-support command centers.

NOVALOGIC ENTERPRISE SOFTWARE — Austin, TX

2003-2007

Principal Software Engineer | Engineering Manager

Enterprise applications, APIs, database architecture, quality engineering, and post-acquisition integration

Designed and delivered application and integration capabilities for finance, supply-chain, and customer-operations products. Advanced from senior engineer to principal engineer and engineering manager, leading 16 developers and quality engineers.

- Reduced upgrade time from 40 hours to 6 hours and cut deployment defects 57% by creating a metadata-driven upgrade engine, automated validation, rollback controls, and reusable migration services.
- Opened a \$31M partner ecosystem by exposing core capabilities through secure web services, developer documentation, certification standards, and reference applications.

SELECTED PRODUCT & PLATFORM LAUNCHES

ASTERIA AI STUDIO \$112M ARR 41 customers Governed AI workflows model evaluation secure orchestration	MERIDIAN DATA CLOUD \$98M ARR 53 customers Streaming analytics open APIs elastic enterprise data services	ATLAS DEVELOPER PLATFORM \$58M ARR 33 customers Self-service environments reusable services policy automation
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EDUCATION | CREDENTIALS | TECHNOLOGY

EDUCATION	MS, Computer Engineering Western Institute of Technology BS, Computer Science, magna cum laude Gulf Coast University
EXECUTIVE STUDY	Technology Strategy & Digital Transformation Finance for Technology Executives
CERTIFICATIONS	AWS Certified Solutions Architect - Professional Certified Kubernetes Administrator
PLATFORMS	AWS Azure Google Cloud Kubernetes Snowflake Kafka PostgreSQL Redis Elasticsearch
ENGINEERING	Distributed Systems APIs Event-Driven Architecture SRE DevSecOps CI/CD Test Automation
PRODUCT & DATA	Generative AI Machine Learning Platforms FinOps Data Governance Security by Design

BOARD ADVISOR | PRODUCT & ENGINEERING SPEAKER | WOMEN IN TECHNOLOGY MENTOR

BOARD & ADVISORY Cloud Native Product Council Digital Access Foundation Architecture and growth	THOUGHT LEADERSHIP Speaker on platform strategy AI product governance Engineering economics	RECOGNITION Product Innovation Award Engineering Excellence Award Inclusive Leadership Award
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