

## AMIT SAWANT

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Proven award-winning, customer-centric product leader with extensive experience in enterprise and consumer space. Strong track record of delivering ground-breaking products in the areas of health analytics, AI/ML, IoT, data management, and security. Passionate about building, coaching, mentoring, and managing high-performing global teams. Skilled at making complex data science concepts accessible and valuable to diverse stakeholders, from technical specialists to executive leadership, ensuring clear understanding and informed decision-making.

### CORE COMPETENCIES

- **Product & Team Management:** Strategic Planning, GTM Roadmap & Execution, P&L, Alliances
- **Technical Expertise:** Cloud Platforms, APIs, Data Science & Analytics, AI/ML, SaaS
- **Data Governance & Compliance:** HIPAA, GDPR, Data Privacy, Risk Management
- **Customer Engagement:** Solution Selling, Negotiations, Customer Deployments, Relationship Building
- **Innovation & Leadership:** Visionary Thinking, Stakeholder Engagement, Team Building, Cultural Adaptability
- **Methodologies & Frameworks:** Agile Scrum at Scale, LEAN Start-ups, Business Model Generation, Customer Journey Mapping, Value Stream Mapping, and Product Market Fit

### SELECTED HIGHLIGHTS

- Led Somatix's acceptance into multiple accelerator and innovation programs – T-Mobile for Wellness Tech, LG NOVA Mission to the Future, H+ Digital Health, and Roche Innovation in Dementia (< 0.4% to 4% acceptance rates).
- Winner of American Association of Retired Persons (AARP) Best AgeTech Product at HLTH 2021 (startup pitch).
- Recipient of Dell Champion Award for outstanding performance in FY2019 and selected across Dell to be part of leadership program for top talent in 2019.
- Led Infrastructure Solution Group's DP4400 to win 'Product of the Year' award in 2019 at Dell Technologies.
- Established NetApp's relationship with the National Football League (NFL) and Super Bowl XLVII that made NetApp the official data storage provider of the NFL by providing data protection expertise.

### WORK EXPERIENCE

#### **Chief Product & Operating Officer, SOMATIX, Wake Forest, North Carolina** **2021 – present**

*Drive business, product, and marketing strategy for remote patient monitoring (RPM) solutions serving as clinical decision support system for healthcare providers by identifying early signs of decline in patient's activities of daily living (ADL).*

- Defined and launched next-gen smartband that takes wearable insights to the next level by leveraging patented gesture-based technology and predictive analytics that decreases hospitalization rates and provides peace of mind to loved ones.
- Designed and implemented a secure HIPAA and GDPR compliant, cloud-based AI-powered RPM platform that translates IoT sensor data from smartbands into clinical insights.
- Spearheaded the implementation of a unified data governance model and global risk management framework to safeguard sensitive health data across Somatix's operations spanning different geos.
- Built an eco-system of partners and their products to offer a comprehensive all-in-one platform, including integrations with Electronic Health Record platforms, wireless and cellular hubs, and FDA-approved medical devices.
- Developed first-of-its-kind Medication Compliance functionality with Roche to help patients with early-stage dementia.
- Evaluated the feasibility and efficacy of a real-time smoking intervention using wearable technology by running clinical trials at Yale University and concluded that smartband technology for passive monitoring improves cessation efforts.
- Crafted subscription-based pricing strategy and leveraged RPM Current Procedural Terminology (CPT) reimbursement codes with Medicare and private payers to generate additional revenue streams for healthcare providers.

#### **Head of Products, DELL TECHNOLOGIES, Santa Clara, California** **2017 – 2020**

*Drove product strategy for scale-up, integrated and scale-out data protection products (~\$2.4 BB in annual revenue).*

- Launched the next-gen PowerProtect DD, industry's #1 purpose-built backup solution, Data Domain protection storage products. Grew market share from 67% to 80%.
- Built a high performing global team of product managers responsible for defining Data Domain's next-generation platforms, software licensed components, and new initiatives such as management at global scale, AI/ML, and Flash.
- Ideated and drove the development of SaaS-based control plane to simplify management lifecycle of Dell's data protection products through intelligent data placement and security, automation, enhanced visibility, and predictive analytics.
- Developed On-Demand and SaaS digital business models, and subscription and pay-per-use revenue models for data management solutions that resulted in ~7% annual revenue growth.
- Grew Dell's storage revenue by ~4% by applying predictive AI/ML techniques to identify larger cross-sell opportunities.
- Crafted customer Future-Proof Loyalty program designed to provide customers investment protection with a set of world-class technology capabilities for Dell's Data Protection division.

**Product Management Leader, RIVERBED TECHNOLOGY, Cary, North Carolina** **2014 – 2017**

*Managed industry's only branch hyper-converged infrastructure product, SteelFusion (~\$100 MM in annual revenue, 230% year over year growth); collaborated with marketing, sales, business operations, product design, and customer service teams.*

- Enabled and empowered Riverbed's sales team to close 30% more deals and disrupt competitor claims by building a competitive intelligence portal for computer networking and data storage.
- Implemented robust data governance policies covering data quality, security, and regulatory compliance.
- Developed and launched a system that tracked thousands of field requests and produced a dashboard to understand the "salability" of products and features which was shared with engineering to help improve the products.
- Built SaaS Accelerator offering that provided customers with end-to-end performance boost on their leading enterprise SaaS applications in remote offices.
- Developed business relationships, and joint reference architectures and solutions with partners, such as AWS, Microsoft Azure, and Palo Alto Networks that resulted in ~10 MM in revenue.

**NETAPP, Research Triangle Park, North Carolina**

**2008 - 2014**

**Product Marketing Leader**

*Marketed industry's #1 data replication product, SnapMirror (~\$900 MM in annual revenue, 35% market share) and backup product, SnapVault (~\$300 MM in annual revenue) by evangelizing the value proposition to customers and stakeholders.*

- Accelerated sales by leading a team to develop a tool that enabled sales reps to quickly derive a working bill of materials that would satisfy their customers' storage need and could be quickly quoted by the sales reps. Increased productivity of sales engineers by 35% and improved close rate by 20%.
- Contributed toward revenue of ~\$100 MM a year by presenting data protection portfolio to potential customers on a regular basis. Consistently received highest ratings from customers, and frequently awarded "Presenter of the Quarter".
- Served as the Data Protection track leader for NetApp's Insight conferences.

**Performance Analyst**

*Built tools to visualize, quantify, and organize raw performance data that helped identify performance characteristics and bottlenecks in NetApp's data storage systems. Drove the development of technical collateral to highlight the value proposition, best practices, and reference architectures for various products and features.*

- Responsible for generating \$55 MM in revenue the first year for flash cache performance product by developing and implementing an exhaustive testing strategy. This was instrumental in NetApp becoming the market leader.
- Developed a programmatic mechanism for visualizing the software architecture of NetApp's Data ONTAP (industry's #1 storage operating system), and multi-dimensional performance data. This work resulted in patents and publications.

## EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, Pennsylvania**

- M.B.A., Majors: Entrepreneurial Management, Marketing and Operations Management
- Provided strategic consultation to Palo Alto Networks, analyzing the market dynamics of Virtual Next Generation Firewalls (NGFW) within the public cloud, facilitating their expansion efforts in this segment

**NORTH CAROLINA STATE UNIVERSITY, Raleigh, North Carolina**

- Ph.D. and M.S. in Computer Science, specialization: Data Visualization and Analytics

**VEERMATA JIJABAI TECHNOLOGICAL INSTITUTE (VJTI), Mumbai, India**

- B.S. in Computer Science

## PATENTS

- Sawant, A. P., and Bali, N. "A Tool for Visualizing Software Architecture," US Patent 8065658 (2011)

## PROFESSIONAL TRAINING and SERVICE

- Member, Board of Directors & Executive Committee, North Carolina Executive Roundtable Forum (2025 - present)
- Sponsorship & Marketing Chair, ProductCampRTP (, 2016 – 2019, 2024 – present)
- Adjunct Professor, Institute of Product Leadership – instructed courses in Product Management & Marketing (2021 – 2022)
- Coach and Mentor, IIT Startups (2023 - present)
- Advisor, VJTI Technology Business Incubator (2023 - present)
- Introductory Generative AI certifications, Google Cloud (2023)
- "Coaching Foundations", BetterUp (2022)
- "Data Protection Officer", Somatix (2022)
- Strategy Consultant, PennPAC, Pro bono Consulting (2021)
- "Data Science with Python" by Great Learning (2020)
- Leadership Mentor for high potentials, tech leads, engineering leaders, Plato (2020 - 2023)

- NSF I-Corps Advisor, Office of Research Commercialization, NCSU (2019 - present)
- Venture Mentor, Council for Entrepreneurial Development (CED) in North Carolina (2019 - 2020)