

Leader, engineer, sales with 15 years of IT industry experience within **multi-national companies**. My professional profile is **built on skills**: strong **soft skills**, project management, **product management**, leading people, **software development**, agile methodologies, and open-source development.

I love to **build first class engineering organizations**. Organizations in which each person feels **valued, empowered** to be the **best version of himself** and have space and help required to **grow**. **I'm promoting diversity and inclusion** in any form. I believe in **uniqueness** of opinions and the power of empathy.

Recent sales experience helped me to better understand customer needs and how to shape the product to achieve customer satisfaction. I'm have natural skill in explaining things in a way that are compelling for my customers. I'm a huge fan of "Extreme ownership" principles described by the book with the same name.

Experience



Senior Software Engineering Manager

Dell Technologies

Nov 2023 – Present

Working on microservices and remote Kubernetes clusters orchestration and management. **I established local organization of 3 scrum teams from scratch (21 engineers).**

I'm shaping the local R&D site strategy with a few other leaders. I'm personally responsible for building the **local site community** (Volunteering, sharing success stories and failures, rewarding program for being a superhero beyond work) and helping become **center of excellence, expertise and innovation** (Patents Guild, 24h Innovation challenge, hackathons, Internal RnD conference.)

I'm also engaged in Employer branding activities of Dell in Poland. Activities are but not limited to: JustJoin.it collaboration, YouTube Channel, podcasts, blog about our portfolio, technology stack, challenges, opportunities and more.

Established onboarding process and trainings required for Teams to be successful.



Technical Sales Specialist / Sales Engineer

Intel Corporation

Oct 2020 – Nov 2022 (2 years 1 month)

Influencing the life of each person on the planet by building solutions based on Intel Optane franchise.

Optane products are powering the modern datacenters storage and memory domains. Optane exist in two flavors: Intel Optane Persistent Memory Modules and Optane SSD (nvme drives).

Last year, delivered 170% of the year revenue goal! Exceeding multiple OKRs \ KPIs on the way.

My highest reward is my customer's satisfaction and success.

- Optimizing solutions and workloads such as: cloud, hyperconverged infrastructure, financial (FSI), TELCO, containers, Kubernetes, SAP HANA, Redis, Lightbits, MemVerge, Ceph, VMWare, disaggregated storage and Open-source within EMEA-T.
- Helping executive level members of my customers to help shape the future of their datacenters and operations.
- Training internal sales and external partners pre-sale and sales workforce for example Lenovo presales 200+ people. Overall **satisfaction** was **rated at 87,6%**
- Ensuring we are closing the deals without any technical gaps. **Closed 15 deals reaching 10,32% global revenue goal.**

- Co-shaping internal sales processes and sales operations.
- Contributing to our sales strategy definition by defining our team OKRs.

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Software Engineering Manager / Software Development Manager

Intel Corporation

May 2018 - Dec 2020 (2 years 8 month)

Summary of my Software Development Manager activities:

- **Leading** from 2 to 3 engineering teams with **around 30 developers**.
- Ensuring that each project's roadmap and scope is clear and agreed by multiple stakeholders.
- Ensuring that my engineers are energized and motivated by their work
- **Ensuring** my teams to produce **high-quality results**
- Ensuring that contracts with 3rd party service delivery companies, and its scope are beneficial and cost effective for my organization
- **Continuing** to increase the potential and performance of the teams. As a result, **teams capacity grown for 27,65%**
- Collaborating on personal career plans and goals for each my direct report
- Collaborating with site leaders to improve internal processes and the way we work as Poland site.
- Continuing to identify and **eliminate** team **obstacles** and **distractions**
- **Ensuring** the product **roadmap** is well thought out and **feasible** for each team, many times, I was co-shaping roadmap for as long as 5q or 5y.
- Continuing to grow, develop, and support the teams while identifying future leaders
- **Driving consensus and results across groups**
- Performing quarter and year performance reviews for my direct reports.
- **Hiring, growing, and restructuring the team**. Also making hard decisions including employment termination or letting go.
- Contributing to management initiatives that impact the work-life balance and making our company a great place to work for all employees.

Software Engineering Manager / Software Development Manager

Led Intel Poland teams (25 engineers) responsible for software development, validation, and custom (customer requests) engineering of Intel storage software stack.

Products:

- Intel VROC (Virtualized RAID on CPU) – releases aligned with Skylake and Cascade Lake platform roadmap.
- Intel ASM (Accelerated Storage Manager) - management software dedicated to deploy, configure, monitor and manage of Intel storage software i.e.. Intel VROC (Linux and Windows).
- Open-channel SSD - Next GEN of Intel SSDs dedicated for CSPs. Leading VAL team responsible for SW block validation.

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Dev & Val Lead & Product Owner

Intel Corporation

Jan 2015 - May 2018 (3 years 5 months)

- Drove the project scope and product definition from ideation to deployment.
- Managed the development and validation efforts of a small 4-5 engineers' team to incrementally deliver features within our product and SPS firmware subcode.
- Influenced stakeholders to allow growth of our product, it's connection to main product and grow the team in size from 1 to 6 people.
- Collected the use cases from stakeholders (various Intel teams and Customer).

- Building test plan.
- Negotiate, plan and manage of all project related activities.
- Product marketing by building the visibility within the Intel Datacenter Group organization (PMs, Marketing, PAE, ENG team, Architects).
- As a product owner collaborating with teams in many GEOs.
- Planning release dates to accommodate the lifecycle and release plan of other projects.

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Platform Application Engineer

Intel Corporation

Aug 2015 - Apr 2018 (2 years 9 months)

- Translating business requirements / user stories from customers into technical feasible requirements for engineering teams.
- Customer enablement (PCIe MCTP technology) which unblocked customer for a multibillion project (back on track) and guaranteed Intel a successful design win for the next generation of HW (CPU, network etc.), worth multi million dollars in the revenue.
- 1st and 2nd line of support for OEMs. (Intel Server Platform Services FW with Intel Intelligent Node Manager). Including debugging of CPU-PCH-Memory related issues.
- Account PAE for our KEY Customer in US.
- Build and maintained professional relationship with customers and stakeholders.
- Developing FW features and debugging/fixing defects in C++

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Platform Application Engineer

Intel Corporation

Oct 2012 - Aug 2015 (2 years 11 months)

This job was highly dependent on program management skills to manage multiple horizontal teams and stakeholders in a way to achieve the customer and Intel goals and requirements.

- Led the remote debug initiative which reduced the organization total turnover time for about 30-60% in case of customer sightings solving time. Achieved by automation, remote access, debugging, source code parsing, trainings, purchases and more.
- Designed and built Sightings / Defects Lifecycle process within the internal defect tracking tool and IBM's Clear Quest – awarded internally.
- Exhibited cross-functional technical expertise to work with all horizontal teams on product changes. Delivered 3 successful generations of the product with dozens of major releases.
- Trained customers – OEMs and internal teams on field of Manageability Firmware. Trained 3 major US OEMs.
- Developing FW features and debugging/fixing defects in C++

Education

Gdansk University of Technology - Politechnika Gdańska

MSc, Management and Economics – People Management, Information Technology Management & Project Management 2008 – 2011

Gdansk University of Technology - Politechnika Gdańska

MSc, Technical Physics and Applied Mathematics - Applied Computer Science 2005 – 2010

Licenses & Certifications

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Design Thinking

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Meetings Facilitation

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Certified RIHV Coach (Rapid Integrated High Velocity)

Lynda.com

Managing Teams

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Scrum Master

Skills

Technical sales, Product Management, People Management, Team Development, Project Management, SCRUM methodology, Influencing, Business Process Engineering, Software Development, Containers, Kubernetes, Microservices, Go lang, C++