

# Somayaji Ayalasomayajula

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## Employment

Nuclear Promise X, Toronto, ON – **Director, Products**

Aug 2020 – Present

[NPX is an innovation startup delivering products to transform the nuclear power generation industry.](#)

- Led the growth of the Product Development team from **1 to 45, \$0 to \$2M of ARR and \$6M of total annual revenue** in 3 years.
- Led the design, development, and launch of several products across multiple verticals including:
  - B2B **Enterprise software** to automate equipment health monitoring leading to an increase in equipment reliability by 27%.
  - B2B **E-Commerce marketplace** for nuclear components and planned the go to market strategy.
  - B2B **SaaS platform** for a requirements management and traceability system and planned the go to market strategy
- Acted as a subject matter expert for product in sales discovery calls - **\$2.4M** of new contracts and **\$3.8M** of contract renewals in 2022.
- Built strong relationships with executive levels in customer organizations to drive new business, and partner on initiatives.

**Senior Product Manager**

Jan 2020 - Aug 2020

- Led the development and launch of over **15 successful software projects** in a consulting environment from low code solutions rapidly deployed to custom built cloud deployed applications.
- Conducted market research and customer validation to inform product strategy and roadmaps.

**Data Engineer**

Jan 2019 - Dec 2019

- Designed and developed data pipelines, data storage solutions, and data visualization tools.
- Built and maintained data infrastructure and CI/CD pipelines to support the data needs of the organization.
- Developed and implemented data quality controls and processes to ensure data accuracy and completeness.

Kinectrics Inc, Toronto, ON – **Associate Analyst**

Jul 2016 – Jan 2019

[Kinectrics is the category leader in providing life cycle management services for the electricity industry.](#)

- Developed a tool to automate mechanical stress analysis resulting in the productization of the service and a new revenue model.
- Designed, developed, and implemented a purchase order management system improving processing times by 40% and saving \$120K/year

BionX Inc, Toronto, ON – **Embedded Systems Intern**

Sep 2015 – Dec 2015

[BionX Inc. was a failed manufacturer of electric propulsion systems and electric bikes.](#)

- Designed, developed and tested the user interface and control mechanism on BionX e-bikes, improving in-motion usability of console by enabling all functions to be performed intuitively with no more than 2 button presses.

Suncor Energy, Fort McMurray, AB – **Reliability Engineering Intern**

Jan 2015 – Aug 2015

[Suncor Energy is a Canadian integrated energy company specializing in the production of synthetic crude from oil sands.](#)

- Developed condition based maintenance model to optimize maintenance schedules saving \$600K/year in unplanned maintenance.

Husky Energy, Lloydminster, AB – **Maintenance Engineering Intern**

Sep 2014 – Dec 2014

[Husky Energy is a Canadian integrated energy company specializing in the exploration and production of oil.](#)

- Developed statistical model to prioritize maintenance of equipment leading to a reduction in annual plant maintenance costs of \$2M.

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## SKILLS & TOOLS

- SQL
- Cloud Architecture
- ETL
- E-commerce
- CI/CD
- HTML/CSS
- Git
- UI/UX
- Figma

## EDUCATION

Ryerson University - Mechanical Engineering (BEng) - 3.94/4.0 GPA

University of Louisiana at Lafayette - Mechanical Engineering (BASC) - 4.0/4.0 GPA

## Training

Reforge - Product Leadership – 2022

Reforge – Product Strategy - 2022

Reforge - Scaling Product Delivery - 2022