

“Co-founder Type” Technical Operations Leader

“I am very good at leading organizations that deliver software solutions to CXO levels. These software solutions include:

- real-time, interactive Web-based video collaboration services [“cloud-based enterprise services”, e.g., Jive, Yammer, Skype for Business / Lync, Google Drive, Office365, Google Docs].
- remote presentation services [“Web conference services”, e.g., WebEx, GoToMeeting, TeamViewer, Join.me].
- industry-specific remote communications services [“tele-platform services”, e.g., tele-healthcare, tele-training, tele-education, telepresence].

Coscend’s approach is designed to bring an account sales and program management focus to integrated cloud-based services.

I want to innovate and be part of big architecture products from the very beginning. In my free time, I learn cutting edge and advanced technologies and program management methodologies to be at the forefront. I use popular frameworks, but write custom code without fear.

There are few people around that have the collaboration industry experience, Internet service knowledge, consultative sales [“sales technique”] and program management experience in the cloud-based services segment.

I am one of them. **If I do not have any one or more of these elements, I can develop them fairly quickly.**

I am intricately knowledgeable about the entrepreneurial workings of early stage ventures.

- I have the passion for transforming a segment of the industry.
- I have the empathy to listen, adopt and commit to fast-growth objectives through my:
 - drive to contribute something significant that leaves a legacy behind.
 - insatiable hunger and commitment for achievements.
- I am willing to pay the price for this opportunity due to my:
 - stamina to sustain for a long period.
 - willingness to learn and grow.
 - motivation for significant personal and career growth, along with financial rewards. The rewards would be incomparably and significantly higher than other opportunities.”

Do you claim the above?

This Leader would aspire to build Coscend in the Web, portal, Business/Operational Support Systems (BSS/OSS), enterprise and mobile applications segments. This leader would grow into a C-level executive of the Company.

Background / experience level

Coscend's engineering leaders would have a passion to build software products (from R&D to commercialization) that have an impact on people's lives. Coscend's business and sales leaders would have a passion to innovate and commercialize Coscend's innovation.

Both these leaders would have:

- a drive to build a business, which has a potential global impact / value, by generating sustainable revenues from these products,
- an ambition to take a high-value company through an IPO or otherwise, and
- an aspiration to be recognized for their visionary contributions in the global industry.

This leader will usually be a standout in the crowd, not just in terms of accomplishments, but also the path this leader has pursued and this leader's approach to life in general. Think how different these leaders were: Sergey Brin, Larry Page, Narayan Murthy and Nandan Nilekani of the 1990s, Bill Gates and Michael Dell of the 1980s, and Ross Perot of the 1960s. What comes to our mind is dropping out of Ph.D. program to start a venture, or not going abroad for higher studies and pursuing a startup venture, or contributing to the industry and society beyond regular job that pays the bills, and receiving awards that are not typical of others.

This leader would have already done the necessary homework on what he/she wants to do. And it will be different from what most of us want to do. This leader would have already realized that to achieve things of greater significance beyond earning a living or having a big title at a large company, he / she needs to be with people as capable as they are. The level of experience is immaterial, as this leader can pick most of the things up very quickly.

Therefore, this leader would be searching for a platform like Coscend. The moment we introduce Coscend to this leader, he / she would jump on it.

Not every leader would have every element of the description below, but they would have significant overlap with it. If this leader does not have any one or more of these elements, he / she should be able to pick things up fairly quickly.

Specifically, someone who has:

- A passion for software engineering and dual-shore software operations model, and if possible (not required), the telecom industry.
- A drive to do beyond earning a living in order to pay bills.
 - drive to contribute something significant that leaves a legacy behind in the professional community, industry or society.
 - delivered keynote addresses at conferences.
 - served on boards of technical organizations (e.g., IEEE) and / or NGOs (e.g., ASHA, AKSHAYA PATRA).
 - wrote college level text books or research level articles on software engineering and telecom engineering.
 - insatiable hunger and commitment for achievements that are worthy of emulation by others.
 - stamina to sustain for a long period to take Coscend through IPO.

- willingness to learn and grow.
- The potential to be a VP or SVP in a large U.S.-based publicly-traded company in the next five years, and is contemplating to pursue entrepreneurial venture.
- Risk appetite for an early stage product business (much more riskier than services).

Skills

A leader with either demonstrated potential to contribute something significant or a demonstrated track record of proven results in software engineering and software operations and telecom engineering:

- [Preferred]: of **telecom, media, Internet** and **entertainment services** offered by network operators.
- [Preferred]: of **cloud-based enterprise services** offered to enterprise customers and consumers.
- [Preferred]: serving the **enterprise, mobile applications** and telecom **BSS** and **OSS** markets.

Someone aware of a few of the management consulting tools used at consulting companies such as McKinsey will help close deals sooner.

Experience in and knowledge of industry standards including:

- [Preferred]: Telecommunications: eTOM, CableLabs, SID, NGOSS.
- [Preferred]: IT software: CMMi, ITIL, COBIT.
- [Preferred]: Media formats (ASF, AVI, DivX, MPEG, SVCD, VCD, WMV, XVCD, XSVCD).