

# JAMES C. LUNDY

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## OVERVIEW

Product Management and Marketing Management experience developing, marketing, and servicing solutions for SMB to Fortune 500 companies. Broad experience across the Customer Care, Security, Capital Markets, Data Storage, Business Intelligence, and Application Development sectors. Consistently outperform business objectives creating industry-leading teams and products for major well-established vendors as well as start-ups with a nimbler “do what it takes” approach to the market. Strong track record in:

- Analysis of Market & Business Needs
- Commercializing Technical Ideas
- Reducing Time-To-Revenue
- OEM Partnership & Channel Development

## SELECTED ACCOMPLISHMENTS

- Drove \$275M P&L and portfolio strategy for 120-member team, creating customer value, leading to 29% YoY revenue growth in consolidating market, and achieving #1 Contact Center market position.
- Led distributed product management teams and mentored junior product managers, enabling a 2x growth of team, and significant expansion of offshore organization and responsibility.
- Participated in a working group creating a security risk exposure report for the Board of Directors. Led business unit GDPR standard compliance response and secure development life cycle practice.
- Led major revision of flagship application development suite, adding new presentation layer based on Eclipse and .NET technology into existing toolset, contributing to 20% income growth year-over-year.
- Led Product Team creating Business Intelligence SaaS solutions, winning significant new deals with merchants, contributing to 30% customer base growth and 26% quarterly revenue growth year-over-year.
- Led Product Team on release of second-generation Network Attached Storage (NAS) appliance to position the company competitively in the streaming media market segment.
- As “Tiger Team” member, targeted top opportunities with account teams and partners to win \$34M of new and installed-base storage business, focused on SAN management software.
- Evaluated competitive market position, reporting to the CEO, to define strategic product direction.
- Solved technical support issues for enterprise customers, driving satisfaction and repeat sales, contributing to revenue growth from \$1.8B to \$12.8B and Fortune 500 advancement from 187 to 27 over ten years.

## EDUCATION

U.C. BERKELEY, Haas School of Management, Berkeley, CA: **Certificate**, Product Management

VILLANOVA UNIVERSITY, Villanova PA:

**Certificate**, Fundamentals of Project Management

UNIVERSITY OF PHOENIX, Colorado Springs, CO:

**M.B.A.**

DENISON UNIVERSITY, Granville, OH:

**B.A.**, Computer Science

## CERTIFICATIONS

- Certified Information Systems Security Professional (CISSP)
- New Product Development Professional (NPDP)
- Certified Scrum Product Owner (CSPO)
- Pragmatic Marketing Certified
- Microsoft Certified System Administrator (MCSA)