

**Sumit Gupta**  
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S U M M A R Y

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A driven and creative business and product management leader, I have strong skills in developing a winning product roadmap, exceptional product marketing (positioning, sales enablement, public relations), and developing a high performance team. I have diverse experience in managing systems and software products, particularly for the enterprise and cloud data center markets.

E X P E R I E N C E

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**NVIDIA**

*Nov 2007 – present*

***GM & Sr. Director of Products, Data Center Computing***

*Sept 2011-present*

- Responsible for product management, product marketing, and developer marketing for this systems startup business focused on enterprise and cloud data centers (aka: GPGPU, CUDA, accelerated computing).
- Led multiple systems and software products from product definition to go-to-market, including pricing, naming, positioning, messaging, launch, PR, campaigns, and sales enablement.
- Defined roadmap for software developer tools, libraries, and SAAS cloud-based application offerings to create and grow the GPU accelerated computing market. Garnered ISV and developer support for our platform.
- Consistently built a winning roadmap against the competition (Intel), convinced OEMs to design new servers for a new market, and even took to market our own data center servers.
- Partnered closely with sales to build an OEM and channel strategy and hire a focused direct sales team.
- Built a vertical segment marketing team, a first for NVIDIA, that markets to developers and end customers in segments ranging from machine learning and big data analytics to scientific computing to image and video processing.
- Chief press spokesperson for accelerated computing and the CUDA parallel computing programming model. 200+ press briefings, including NPR and Wall Street Journal. Multiple investor presentations.
- Instrumental in building and rapidly growing this business unit from zero to \$100 million in the first 3 years and then doubling revenue in first 2 years as GM.
- Started as a Sr. Product Manager, grew to GM in 4 years.

**Tensilica**

*Feb 2005 – Nov 2007*

***Product Marketing Manager***

- Helped focus this late stage company on a few markets instead of a broad horizontal play, to increase repeat sales and create vertical market stickiness.
- Responsible for Tensilica's licensable processor products including software and hardware deliverables, video IP, software developer tools, and operating system support.

**Tallwood Venture Capital**

*March 2004 – February 2005*

***Entrepreneur-in-Residence***

- Developed investment strategy for startups building software and chips for reconfigurable systems.
- Evaluated a broad range of business plans in everything from wireless technologies to consumer plays.
- Involved in all aspects of due diligence including market analysis, go-to-market strategy, technical innovation, valuation, and exit strategy.

**University of California, San Diego**  
*Post-Doctoral Researcher*

*July 2003 - February 2004*

- Directed the research of a group of graduate students working on projects ranging from configurable computing to wireless system software development.

**University of California, Irvine**  
*Graduate Research Associate (Ph.D. Candidate)*

*September 1997 - June 2003*

*Advisor: Prof. Rajesh Gupta*

- Developed a parallelizing compiler framework called SPARK that generates synthesizable RTL hardware specification code from an architectural specification in C (known as high-level synthesis).
- Successfully marketed and commercialized my Ph.D. research:
  - Awarded \$50,000 seed grant in a business plan competition from UC, San Diego.
  - SPARK was licensed and sold commercially by Poseidon Design Systems.

**S3 India, Bangalore**  
*Member, Technical Staff*

*March 1996 - August 1997*

- Among first five employees in this startup designing a multimedia RISC processor with SIMD extensions.
- Responsible for data path design and writing embedded DSP code.

**IBM, Bangalore**  
*Software Engineer, Networking Group*

*May 1995 - March 1996*

- Developed software for the TCP/IP networking stack and an ATM network simulator.

**Internships**

- Intel, Hillsboro
- IMEC, Belgium

*June 2001 - August 2001*

*June 1998 - August 1998*

**E D U C A T I O N**

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<b>Ph.D. in Computer Science</b>	University of California, Irvine, CA	2003
<b>B.Tech. in Electrical Engineering</b>	Indian Institute of Technology, Delhi, India	1995

**R E C O G N I T I O N**

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- Quoted in 100s of press articles and shows, including Wall Street Journal, CNN, NPR, CBS.
  - Named among Top 12 People to Watch by HPCWire Magazine for 2013.
  - Won \$50,000 seed grant in a business plan competition from UCSD's *Von Liebig Center for Entrepreneurism* for commercialization of the SPARK software tool written for my Ph.D. work.
  - Published 1 Patent, 1 Book, and over 20 industry and research articles and book chapters.
  - Best Paper Awards at conferences, multiple awards for undergraduate research at IIT Delhi.

**M I S C E L L A N E O U S**

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- Avid reader and prolific writer: 15-20 blogs, articles, and press releases every year.
  - Backpacking multiple times in the Himalayas and various locations in the US.
  - Lived and worked in Europe, Middle East, India, and United States.