



DARIUS KOOHMAREY

Innovation. Automation. Optimization.

ABOUT ME

Hi! My name is Darius and I'm an ambitious Computer Science graduate and MBA student with exceptional logic, problem solving, and consulting skills. I enjoy bridging the world of business with that of technology, linking customer and market demand to value driven development efforts. I'm efficient at working within time constraints and with a team, have high levels of citizenship behavior and a proactive work ethic. My understand of programming logic and software architecture is complimented with a well cultivated business background focused on driving value through technology. I'm a passionate thought leader with strong presentation abilities motivated towards innovation and productivity. I'm a promoter of automation with acumen for translating business needs and requirements into technological solutions. I have strong focus on business consultation through process standardization and optimization.

CONTACT ME

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MY SKILLS

- Business Consulting
- Software Demonstrations
- Product Management
- Software Development (Java, Javascript, Python)
- Website Development (HTML, Wordpress)
- Service Management
- German Language



WORK EXPERINCE

PRODUCT MANAGER

ServiceNow July 2016 - Today

Product Owner in a SCRUM environment for applications included in the companies core 1 Billion dollar ITSM segment. Directly involved in bringing 'intelligent' solutions to the market. More than doubled the number of customers (300 to 800) on my immediate product over a one year period. At the same time, reduced product redline by .3 through product simplification and proactive customer driven enhancements. Developed product vision, evenalized customer needs, and worked closely with the engineering team. Delivered business and technical presentations highlighting feature value.

TECHNICAL MARKETING ENGINEER

ServiceNow November 2015 - July 2016

Worked as Customer Success/Subject Matter Expert to facilitate successful implementations and generate complex solutions for high value accounts. Retained 80% of non-renewing customers engaged with. Highest tier technical resource for all escalations from Sales & Technical PreSales, Support, Professional Services, and Product Management. Generated enablement content for pre and post sales resources internally. Acting as community thought leader through video and written resources that optimize platform functionality and provide solutions to existing pain points or perceived inabilities, gaining over 35,000 views on content annually.

ASSOCIATE SOLUTION CONSULTANT

ServiceNow July 2014 - November 2015

Conducted value driven software demonstrations of the ServiceNow platform to a broad audience ranging from System Administrator to CIO, across various industries. Demoes directly tied to 75 new logos & 2.5 million in ACV. Completed proof of concept implementations & responded to request for proposals. Helped advise launch of SMB market 'Express' product alongside company Demo Center, a team built to provide scalability to the field. Made internal Demo Center process recommendations that reflected 600% improvement in time to completion. In addition, developed webinar process automation through WebEx integrations that reduced manual task overhead by 95%.

SOFTWARE & QUALITY ENGINEER

SeaSpace February 2014 - July 2014

Completed bug testing/quality assurance and front end development of a HTML5/PHP/JavaScript web based (satellite) data cataloging software. Worked in a linux environment. Led customer software presentations/demos, provided customer software support, and created sales and marketing lead acquisition automation (VBA) that was 400% more effective in generating leads, and reduced human error.

FOUNDER & CEO

Pericror October 2013 - Today

Founded San Diego based IT & Marketing focused technology company Pericror, with the goals of enabling small business owners in the digital era & providing software solutions for unmet market needs in a scalable manner. Defined core product & service offerings, set pricing, and expanded engineering & marketing talent to meet customer demand.



EDUCATION

MASTER OF BUSINESS ADMINISTRATION : INFORMATION TECHNOLOGY

San Diego State University August 2015 - Today

Relevant coursework includes: Organizational Behavior and Leadership, Business Statistics, Managerial Accounting, Business Economics, Marketing, Operations & Supply Chain Management, Data Communications, and Business Analytics.

BACHELOR OF SCIENCE : COMPUTER SCIENCE

San Diego State University August 2011 - May 2014

Graduated in three years Cum Laude and on the Dean's List with a 3.52 cumulative GPA and completion of the University Honors Program, which includes the Honors Minor in Interdisciplinary Studies. Youngest recipient of recognition as a College of Sciences 'Standout Graduate' for 2014. Founding father of Theta Chi Fraternity on campus.