

# Ioana Sundius

232 Nevada Street  
San Francisco, CA 94110

[ioana@sundius.com](mailto:ioana@sundius.com)  
voice: 415-215-4421

*Interested in defining products that drive market acceptance of meaningful information exchange in the cloud.*

## Summary

Experienced Product Manager conversant in enterprise software technologies, information protection and collaboration SAAS offerings. Skilled at defining emerging product vision while taking pragmatic steps driven by present market needs and resource constraints. Experience in driving a compelling user experience, featuring beautiful interfaces and natural workflows. Good internal and external communicator, effective manager in multicultural organizations.

## Skills

Market analysis, product definition, positioning and communication, partnership management; policy-driven entitlements and workflows; usability studies; technical negotiations, contributor to standards; management for large teams across geographically and culturally diverse locations; experience with identifying and managing intellectual assets. French, Romanian; PMC certified.

## Experience

### **Senior Product Manager at Mindjet, LLC 2008 – present**

Responsible for the next generation visual collaboration software from Mindjet, centered on web conferencing, document sharing, and collaborative diagramming tools (mind mapping). Roadmap definition for phasing in new vision into production over multiple development cycles.

- Defined an open platform to support seamless collaboration across a variety of backend architectures (database, file-based, Sharepoint);
- Expanded platform with REST-based applications offered as services hosted in the cloud (Document sharing; round-trip transformation to / from a variety of Office formats; coediting as a service)
- Initiated platform for integration with 3<sup>rd</sup> party audit tools through self-service instrumentation and reporting on a customer's web service activities
- Designed user experience for bringing new services hosted in the cloud through unified desktop and web client experiences
- Managed partnership with Netviewer for the delivery of Mindjet's web conferencing solution;  
The body of my work at Mindjet is enabling our offering to emerge as a compelling interactive medium for sharing, transforming, editing and visually collaborating using mindmaps and other productivity applications, driving viral adoption as well as proposing new interaction methods that meet the needs of an engaged, participatory, web-social team.

### **Product Manager at NextLabs 2006 – 2008**

Product and roadmap definition for the early stages of an enterprise product aiming at securing information management product. Focused on the platform as well as extensions that support partnerships, joint development, solutions and automation; managed the creation of prototypes, comparative market research, and customer driven product validation. Marketing collaterals and pricing for delivered products.

- Defined Policy Driven Automation, an extension enabling the platform to drive 3<sup>rd</sup> party workflow automation software.
- Defined the Encryption roadmap for CE, leveraging strategic partnerships to deliver core competencies across the endpoint and server enforcer spectrum.
- Defined the Communication enforcement roadmap, starting with a generic communication policy extension and an Outlook Enforcer.
- Defined the Linux Enforcer suite, both server side and desktop.
- Defined Compliant Enterprise Developer Edition, a platform for building Policy Application Modules in a developer-friendly, role aware, deployment efficient environment.

The sum of the product definitions above has enabled NextLabs to successfully enter the Financial Market with highly customized, leveraged applications defined using the CE platform. Compliant Enterprise now enables several leading global financial services firms to meet their regulatory compliance goals.

**Software Consultant at Redseal Systems**

2004 – 2005

Attack Engineer tasked with surveying the software vulnerability and exploit landscape, creating an attack isolation lab and managing the release of quarterly attack reports. Also focused on proprietary network analysis algorithms definition and implementation, and defined the vulnerability subscription infrastructure necessary for running the company's new risk management software.

**Co-Founder at Solico Group**

2003 – 2004

Managed consulting business, specializing in application and kernel-level development projects. Projects included mobile applications for Palm OS and J2ME; PHP/mysql backends; Linux kernel development.

**Architect and Product Development Manager at Borland**

1999 – 2003

Lead the Visibroker for C++ product, architecture and release definition through several major and minor releases, and managed the team and project deliverables.

- Worked closely with key customers and other Borland product teams, aligning schedules and delivering the most deployed ORB in that market.
- Managed a team of 9-12 developers in the US, and 9 developers / QA engineers in Singapore. In this configuration, we achieved a 24 hour cycle development program, and created sustainable new development and maintenance schedule across 10 platforms
- As an architect, responsible for Borland's contributions to the CORBA standard: Interceptors, Fault Tolerance, Multicast Protocols and Security. I also worked on the CORBA Transaction Service and helped define the Application Management Server, a new J2EE application lifecycle and recovery product, from the grounds up.

**Senior Engineer at Integrated Systems, Inc. (acquired by WindRiver; Intel)**

1995 – 1998

Design Automation Group: A high-accuracy dynamic systems design tool, integrating graphical modeling, numerical simulation, code generation & real-time prototyping.

- Defined and implemented the transactional simulation engine at the heart of **pLUG&Sim** (patent pending), a new product suite for driving hybrid, cross-vendors numerical simulations

**Santa Clara Plastics, (acquired by Akrium) 1994 - 1995**

Internship, Real-Time Software Development Team, in-house OO Training curriculum design

**Washington State University, Pullman, Washington 1992 – 1995**

Teaching & Research Assistant – Programming, Digital Image Processing & Neural Networks

**EE Research Institute, Bucharest, Romania 1990 – 1992**

Analyst Programmer, System Interfaces and Neural Networks research groups.

**Education****MSCS, Computer Science, Washington State University Spring 1995**

- Teaching and Research Assistant, Member of the Imaging Research Lab
- Thesis in Neural Feature Maps and applications in finding local optimums for minimal path problems.

**MSEE, Politechnica University, Bucharest Spring 1990**

- Specialized in Embedded Systems and Control Systems Theory
- Defined a centrally monitored climate control solution for a microchip manufacture company (Microelectronica). Wrote the real-time executive for a Z-80, 8-bit processor.

**Publications**

I. Pirvulescu / Sundius & G. Scott, "Method and Apparatus for Handling the Registration of Multiple and Diverse Communication Protocols for Use in an Object Request Broker (ORB)", Borland Patent Application, filed 12/2000

Natarajan & al. "Programming with VisiBroker. A Developer's Guide to VisiBroker for Java", 2nd Edition, John Wiley & Sons, Inc, 2000. Chapter 11, "ObjectWrappers and Interceptors".

J. Meador and I. Pirvulescu, "A Stochastic Elastic Algorithm for the Traveling Salesman Problem" Proceedings of the World Congress of Neural Networks '93, INNS Press