Ram Sarabu

Partner - Product & Technology

CONTACT DETAILS

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RELEVANT EXPERIENCE

Ram Sarabu is a TechCXO Partner in the Product & Technology Group. He serves as a Chief Product Officer, Chief Technology Officer, Chief Information/Security Officer, or Strategic Adviser to high growth Tech firms. During his distinguished career, Ram has held the following positions:

Chief Technology Officer, Davisware LLC – For this PE-managed enterprise SaaS company focused on SMEs in the ERP and Field Service space, Ram held full CTO/CIO/CPO responsibilities overseeing a distributed team of 150 across offices in the US and India. He modernized application and infrastructure services from the legacy technology stack to Microsoft Azure IaaS and PaaS Services.

VP of Product Development, SAP Labs LLC – Ram acted as a divisional CTO for SAP ERP workforce management and field service applications with an annual budget of $8M and 40 Engineering staff. Under his leadership the team delivered Gartner ranked, best-in-class, industry leading workforce management and field service solutions by recruiting and retaining a world-class, high-performance team of globally distributed engineers. Ram accelerated growth of SaaS revenue from USD $10M ARR to over $80M ARR in less than 5 years.

VP of Product Development, Syclo LLC – For this mobile enterprise application platform (MEAP) and software provider, Ram helped drive $25M ARR by scaling product development team from 10 to 20 engineers and rapidly shipping innovations in workforce management and field service for SAP and IBM enterprise customers.

Ram has also held development, leadership and product development positions with the **Tribune Company**, **Open Kernel Labs** and **Motorola**.

PERSONAL STATEMENT

I am a passionate and seasoned technology executive with 20+ years of experience in Product innovations, Product Strategy, Product Roadmaps, IT Applications, Business Systems and Resource Management for enterprise and consumer SaaS businesses. Most of my career has been focused on acceleration of up to 10x business value creation through technology innovations and organizational changes.

For clients I strive to help build disruptive tech products from the ground up as well as incremental innovations on existing mature products. I've successfully launched market leading enterprise applications with consumer-grade user experience in various industries and worldwide geographies. I bring an agile approach to leading high-performance engineering teams of varying sizes up to 150 people.

PRACTICE FOCUS

DILIGENCE & ASSESSMENTS
- Cloud Readiness Assessment
- Security Due Diligence
- Tech Due Diligence

PRODUCT & DEVELOPMENT
- Agile Coaching
- Architecture
- DevOps
- QA
- Mobile App Development
- Product Management
- Product Strategy
- Software Development

IT & EMERGING TECHNOLOGY
- Artificial Intelligence
- Internet of Things
- IT Security

EDUCATION

MBA from **The University of Chicago Booth School of Business**

Masters in Electrical & Computer Engineering from **Michigan Technological University**

Bachelor's degree in Electronics & Communications from **JNTU Hyderabad**

SECTOR EXPERIENCE

COMMERCIAL PRODUCTS & SERVICES
- Accounting, Audit & Tax
- BPO/Outsourcing Services
- Consulting Services

SOFTWARE
- Application Software
- Automation/Workflow
- Big Data
- Business/Productivity Software
- Database Software
- SaaS
- Security
- Software Development Applications

ENERGY

FINANCIAL SERVICES

PHARMACEUTICALS

techcxo
EXECUTIVES ON DEMAND