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### Professional Summary

Dynamic engineering leader with 12 years of experience in technology development, product management, and team leadership. Proven track record in driving innovation, achieving operational excellence, and securing major clients. Adept at leading cross-functional teams to deliver high-impact projects, fostering a culture of continuous improvement, and aligning technology initiatives with business goals.

### Work Experience

**NovaticLab** – Chief Commercial Officer/CTO  
Jan 2023 – Jul 2024

* Transformed NovaticLab into a global brand, increasing market presence and client acquisition.
* Led a multidisciplinary team to develop patent-pending robotic automation solutions, enhancing clinical lab efficiencies.
* Implemented strategic initiatives that resulted in securing multi-million dollar deals and partnerships.
* Fostered a culture of innovation, leading to the development of cutting-edge technology solutions.

**T-Trikes** – Founder  
Apr 2021 – Jan 2023

* Engineered the world’s most durable rental electric drift trike, optimizing design for maximum durability and user experience.
* Oversaw end-to-end product development, from concept to market launch, achieving successful commercial deployment.
* Exited the venture with a profitable sale, demonstrating strong business acumen and product viability.

**Aim Robotics** – Co-founder and CTO  
May 2019 – Jan 2023

* Spearheaded the development of advanced robotics end effectors, securing multiple patents and industry recognition.
* Established a global distributor network, leading to a 50% increase in international sales within the first year.
* Achieved profitability through strategic product development and market positioning before fundraising for expansion.
* Negotiated and secured contracts with major clients, including Lockheed Martin, Boeing, and Henkel.

**GreenWireMedia** – Co-founder  
Apr 2018 – May 2019

* Drove sales and business development, resulting in significant market penetration and revenue growth.
* Developed and executed digital marketing strategies, enhancing client engagement and brand visibility.
* Successfully exited the business, ensuring its continued growth and operational stability.

**Siemens Wind Power** – Global SharePoint Administrator  
Feb 2016 – Dec 2017

* Optimized global SharePoint infrastructure, enhancing collaboration and document management efficiency.
* Developed and implemented solutions that improved user experience and operational workflows.

### Skills

* **Technical Skills:** Mechanical engineering, Electrical engineering, Embedded systems, Full stack software development.
* **Product Management:** Strategic planning, product lifecycle management, market analysis.
* **Leadership:** Team management, talent development, cross-functional collaboration.
* **Sales and Business Development:** Client acquisition, contract negotiation, revenue growth.
* **Languages:** English (fluent), Latvian (native), Russian (speaking, reading).

### Education

**VIA University College**  
Global Business and Engineering  
2015 –