



### PROFESSIONAL SUMMARY

Highly-driving Senior Executive with 20+ years of leading industry expertise in both domestic and multi-national companies. Diversified background in operations, development, and engineering management with an entrepreneurial mindset, creative problem solving, and a bottom-line approach.

Passionate about driving Sale and delivering cutting-edge Technology for both start-up and scaled growth stages. Solid track record for securing new business, launching new products, and achieving double-digit revenue growth. Servant leadership style with emphasis on mentoring and coaching with abilities to recruit, build, and retain top-performing talent.

### CORE COMPETENCIES

- Strategic Planning
- Channel Management
- Visionary Leadership
- Budget / Sales Forecasting
- Organizational Restructuring
- Patent and Product Innovations
- Product Marketing
- Research & Development
- Coaching & Mentoring

### EDUCATION

BACHELOR OF SCIENCE IN CERAMIC SEMI-CONDUCTOR AND MATERIALS ENGINEERING, 1999  
Rutgers University; Piscataway, NJ

BACHELOR'S DEGREE PROGRAM IN ELECTRICAL ENGINEERING, 1995  
Devry University; North Brunswick, NJ

# DHARMESH V. PATEL

Senior Executive

patel@m6globaldefense.com

### PAST EXPERIENCE

XLENT STRATEGIES, LLC, PRESIDENT & CEO, PRESENT  
Security Technology Incubation Company, helping Customers and Partners with Sales & Product Strategy, Software Development, Large Project Deployments, Intellectual Property Development, and Private Equity Funding.

- NJ Transit: Streamlined and Integrated Security Operations statewide across platforms and moving assets
- Miami International Airport: Customized Software for Faster Incident Response and TSA Reporting
- New York City Transit: Automating SOPs and Integration Development Services for the largest Security
- Command Center at MTA
- Expanded Israeli startup's OSINT business by capturing marquee customers such as Oracle, Microsoft and NJ Homeland Security

CELLEBRITE, INC PARSIPPANY, NJ, SENIOR REGIONAL DIRECTOR – AI & DIGITAL INTELLIGENCE, DEC 2019 – JULY 2021

Cellebrite enables agencies to master the complexities of legally sanctioned digital investigations by transforming their investigative process across departments to provide actionable insights to investigators, examiners, analysts, prosecutors, and command staff; accelerating the time to case resolution, justice and security.

- Advisor to executives on how to digitally transform the investigative and intelligence culture to solve crimes and eliminate threats faster.
- Responsible for Design, Deployment, and Sales for tier-1 strategic customers in Public Safety.
  - Police Departments: NYPD, Philadelphia, Boston, Baltimore, and Capitol Police
  - Prosecutors: District Attorney NY, Brooklyn DA, Philadelphia DA, Massachusetts AG, and Ohio AG
  - State Police: New York, New Jersey, Pennsylvania, Massachusetts, Connecticut, and Virginia
- Received 2020 Sales Achievement Award

CLOUDSCANN, LLC; ISELIN, NJ, PRESIDENT & CEO, JAN 2018 – DEC 2019  
Visionary leader responsible for providing strategy development, corporate identity, and transforming strategic plans into tactical reality. Optimized, devised and implemented new programs, processes, and policies across R&D, Sales, and Marketing to successfully produce new product with maximum revenue potential. Strong command of business and management principles pertaining to software development, resource allocation, outsourcing, production methods, and new product launch.

- Directed all organizational operations, policies, and objectives to maximize productivity.
- Interviewed, appointed, trained, and assigned responsibilities to department managers.
- Coordinated and approve budgets for product development, marketing, overhead, and growth.
- Conceptualized, researched, and developed proof-of-concepts to meet consumer requirements and maximize profits.
- Successfully wrote multiple patent applications that were fully granted by USPTO
- Conducted market research and competitive analysis through qualitative studies and quantitative surveys.
- Coordinated with marketing, operations, and R&D teams to unify product vision and strategy.
- Analyzed complex scenarios and use creative problem-solving to turn challenges into profitable opportunities.

# DHARMESH PATEL

M6 Global

## PAST EXPERIENCE - CONTINUED

QOGNIFY, INC. (FORMALLY NICE SYSTEMS SECURITY DIVISION); PEARL RIVER, NY, REGIONAL VICE PRESIDENT OF SALES, 2005 – 2018

- QOGNIFY (2015)
  - SOLD THE LARGEST 7 FIGURE GLOBAL DEAL IN COMPANY HISTORY
  - PRESIDENT'S CLUB WINNER (2015)
- NICE SYSTEMS, INC (2005-2015)
  - CONSECUTIVE QUOTA OVERACHIEVEMENTS 140-300%
  - SOLD THE MOST PSIM SOLUTIONS IN COMPANY HISTORY
  - ONLY SALES MANAGER IN COMPANY THAT CONSISTENTLY SOLD ENTIRE PRODUCT PORTFOLIO ON SINGLE PO DEALS
  - EARNED TOP-PERFORMANCE ACHIEVEMENT AWARDS AS REGIONAL SALES MANAGER AND THEN SALES DIRECTOR
  - CONSECUTIVE PRESIDENT'S CLUB WINNER (2008, 2009, 2010, 2011, 2012, 2013, 2014)
  - SOLD THE LARGEST AND MOST PRESTIGIOUS DEALS AT NICE (JPMC, NJ TRANSIT, MTA, PSEG, NYDOT, E\*TRADE)
  - SOLE INVENTOR FOR MOBILITY PATENT (LOCATION-BASED VIDEO SERVICES)

XTECH SOLUTIONS, INC.; SOUTH PLAINFIELD, NJ, CO-FOUNDER & PRESIDENT, 2002 – 2005

- ACHIEVED YOY DOUBLE-DIGIT GROWTH
- STREAMLINED ENTIRE SYSTEMS INTEGRATION LIFECYCLE FROM CLIENT VISITS, PRESENTATIONS AND DEAL CLOSING, TO INTEGRATION DESIGN, INSTALLATION OVERSIGHT AND CLIENT TRAINING.
- ACHIEVED GOLD CERTIFIED TIER AUTHORIZED BUSINESS PARTNER STATUS WITH GE THROUGH PERSUASIVE PRESENTATIONS AND NEGOTIATIONS WITH GE EXECUTIVES.
- EXPANDED PRODUCT PORTFOLIO FROM SOLELY PROVIDING TO DVR SYSTEMS TO CARD ACCESS, BIOMETRICS IDENTIFICATION, SECURITY, VOICE DATA AND POS SYSTEMS.
- SUCCESSFULLY SOLD COMPANY

EPCOS, INC. (SIEMENS MICROELECTRONIC, INC. PRIOR TO BEING PUBLICLY TRADED); ISELIN, NJ, RF DESIGN ENGINEER, 1999 – 2002

- EXECUTED COMPLETE CUSTOM DESIGN AND PRODUCTION OF 1 MILLION SAW FILTERS FROM CUSTOMER SPECIFICATION TO FINAL PRODUCTION BY CONSULTING WITH CLIENTS, DESIGNING SAW FILTER AND PRODUCTION PROCESSES, EVALUATING AND OPTIMIZING PRODUCTION ON-SITE IN MUNICH, GERMANY, DESIGNING CIRCUITRY, AND DEVELOPING AND DISTRIBUTING FILTER DATA SHEETS TO CLIENTS WORLDWIDE.
- MET 99.9% QUALITY ASSURANCE STANDARDS THROUGH NETWORK AND SPECTRUM ANALYSIS, STATISTICAL FAILURE ANALYSIS AND 6 SIGMA QUALITY CONTROL.
- RAN CUSTOMIZED GSPUDT OPTIMIZATION PROGRAMS ON UNIX.
- DESIGNED WORLD'S SMALLEST CDMA IF FILTER IN 2001

CENTER FOR CERAMIC RESEARCH, RUTGERS UNIVERSITY, PISCATAWAY, NJ, ELECTRONIC CERAMICS RESEARCH ASSISTANT, 1997 - 1999

- SUPPORTED U.S. MILITARY OFFICE OF NAVAL RESEARCH'S SONAR APPLICATIONS R&D PROJECT TO DEVELOP AND OPTIMIZE PIEZOELECTRIC TRANSDUCERS CAPABLE OF LOCATING RUSSIAN SUBMARINES FROM DISTANCES UP TO 100 MILES BY DESIGNING AND ASSEMBLING GH METER TO SIMULATE SUBMARINES' SOUND WAVE FREQUENCY, AND MAKING 3-D PRINTER TO PROVIDE THREE DIMENSIONAL IMAGE OF TRANSDUCER.
- UTILIZED PRO-E SOFTWARE TO DESIGN PIEZOELECTRIC PROTOTYPES AND RAPID PROTOTYPING TECHNIQUES TO FABRICATE PIEZOELECTRIC TRANSDUCERS.
- ACHIEVED REQUIRED SPECIFICATIONS FOR PIEZOELECTRIC TRANSDUCERS BY OPTIMIZING AND CHARACTERIZING LEAD-ZIRCONATE-TITANATE COMPOSITES' PROCESSING VARIABLES INCLUDING RHEOLOGICAL, MECHANICAL AND THERMAL PROPERTIES.
- ENABLED LOW PRESSURE INJECTION MOLDING THROUGH DEVELOPMENT OF BINDERS.
- ACKNOWLEDGED FOR CONTRIBUTIONS IN SEVERAL LEADING ACADEMIC PUBLICATIONS.