Dana A. Guthrie

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A skilled Product Manager with a decade of experience in the building automation, facility management, and energy conservation industries. Currently responsible for managing the product lifecycle of Johnson Controls' flagship building automation system's user interface. Extensive background in engineering, sales, and operations with proven results that generate revenue for the organization.

PROFESSIONAL EXPERIENCE

Alchemy Angel Investors (www.alchemyangelinvestors.com) – Milwaukee, WI

Founder and Managing Director   June 2018 – present

- Manages operations of angel investment network
- Responsible for recruitment and onboarding of new investors
- Educates investors on early-stage investing
- Educates entrepreneurs on investment criteria
- Establishes and maintains relationship / partnerships with co-investors, legal, financial services organizations
- Ensures and promotes for economic development through entrepreneurship

Johnson Controls (www.johnsoncontrols.com) – Milwaukee, WI

Product Manager, Metasys User Interface   Sep. 2017 – present

- Manages product life-cycle for an industry leading user interface, which is the key driver in overall system sales of $200 million USD, annually
- Manages a global portfolio budget of $6 million USD
- Prioritizes a backlog of features to be included in upcoming releases, based on global "voice of customer" feedback
- Analyze market trends to create forward thinking strategies that lead to competitive advantages
- Acts as the internal customer advocate
- Educates engineering on the customer impact of their implementation
- Negotiate with engineering on scope and timing to release the most impactful software package on-time and under budget
- Collaborate with User Experience to create world-class, intuitive designs
- Owner of a 5-year software roadmap to keep leadership updated on the long-term vision / strategy
- Provides sales support to front-liners to help close high revenue opportunities, such as the Milwaukee Bucks' Fiserv Forum Arena, University of Chicago Medical, and Texas A&M projects.
- Create marketing and technical training content prior to a software release

Senior Business Analyst / Product Owner, Tools   Dec. 2015 – Aug. 2017

- Owned the generation of software requirements and design decisions for Metasys Tools software, such as Controller Configuration Tool (CCT) 10.3 and Performance Verification Tool (PVT) 1.0
- Managed the priorities and agile sprint schedule of a team of eight software developers
- Communicated to leadership the progress of the CCT 10.3 release via sprint reviews and product demonstrations
- Liaised with different engineering teams to ensure that problems were quickly identified and resolved
- Partnered with Product Management to identify global configuration and commission workflow improvement opportunities

- Introduced new ideas/visions for tools such as the incorporation of Building Information Modeling (BIM) into tool workflows
- Led Program Increment (PI) planning to set the vision and direction of the development team for the next twelve weeks
- Coordinated with two remote development teams in India, helping to keep aligned with Milwaukee requirements and committed dates

Business Analyst/Sr. Financial Analyst   Nov. 2014 – Dec. 2015

- Visit JCI Suppliers to gather an understanding of their financials, as well as engineering/manufacturing processes
- Create financial models that allow for benchmarking "preferred suppliers" against one another to identify cost savings opportunities that are mutually beneficial
- Develop the business case and Continuous Improvement implementation strategy to achieve savings
- Negotiate new PO prices based on financial model findings, in order to have a positive impact on the business
- Act as the Financial Controller for the Unitary Products Group (UPG) business unit
- Collect and analyze UPG's financials (spend, trade working capital, forecasting data, etc.) to ensure profitability within the business unit
- Identify deviation from plan and assist with "clawback" strategy when necessary

Technology Development Engineer	May 2013 - Oct. 2014
Panoptix Operations Manager	Oct. 2011 – May 2013
Software Developer/Tester/Test Lead	Jan. 2008 – Oct. 2011

EDUCATION/CERTIFICATIONS

Northwestern University – Evanston, IL	April 2019
• Big Data & Analytics Executive Program	
Cardinal Stritch University – Milwaukee, WI	Sep. 2017 – June 2018
• African American Leadership Program (AALP)	
University of Illinois at Chicago – Chicago, Illinois	Aug. 2012 – May 2015
• Master of Science in Energy Engineering	
Milwaukee School of Engineering – Milwaukee, WI	Sep. 2006 – May 2010
• Bachelor of Science in Computer Engineering	

SOFTWARE EXPERIENCE

- HTML, Java, C, C#, C++, VHDL, UML Diagramming, MatLab, LabView, PSpice, and Assembly Language
- Windows, Windows 10, Windows 7, Windows XP, Windows Vista Business, Windows 2003, Windows 2000
- SQL Server, Microsoft Access

QUALIFICATIONS

- Unsatisfying thirst for knowledge
- Loves challenges
- Helpful and works well with others
- Extremely adaptable
- Performs well and efficiently under pressure
- Intelligent and not afraid to ask questions

LEADERSHIP

- 2019 AALP Closing Ceremony Keynote Speaker

- Women's Resource Network, Chairperson 2014-2015
- Big Brothers Big Sisters Mentor 2012-2014
- National Society of Black Engineers (NSBE) - MSOE, President 2009-2010
- MSOE Athlete of the Year, 2010
- MSOE Women's Basketball Team Captain 2008-2010