

KUNAL MITTAL

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CHIEF TECHNOLOGY OFFICER (CTO)

Product Development & Strategy | Enterprise Strategy | Innovation

Enthusiastic IT Executive with 20+ years of career experience. Recognized for successfully growing companies, both early-stage technology start-ups and a Fortune 100 company. Expertise in serving in a CTO capacity and directing product strategy, architecture, and delivery functions.

Driving increases in revenue through innovative IT strategies, expert business transformation services, and cutting-edge technology solutions. Propel business goals while cultivating an environment of innovation and agility. Trusted business partner who excels at achieving consensus and positively influencing executive decision-makers.

Industry thought leader, published author, and technical reviewer of 40+ technical books on artificial intelligence, cloud computing, and many additional complex technology platforms.

Areas of Expertise: Product Strategy & GTM, Advanced Analytics & Artificial Intelligence, Product Engineering & Delivery, Quality Metrics & Efficiency Improvements, M&A Technical Due Diligence, Cloud Computing, Emerging Trends, Large-Scale Change Management, IT Infrastructure Management, Cyber Security, Outsourcing & Offshore Team Management, , Cross-Functional Team Building, & Program & Project Management

CAREER EXPERIENCE & ACHIEVEMENTS

FRONT M | 2018—Present

A start-up providing connectivity and machine learning solutions to cruise lines, airlines, and oil rigs.

Chief Product Officer

- **Key investor and C-level executive** leading business and go-to-market strategies.
- **Focused on delivery immersive revenue driving solutions to airline and maritime passengers and crew.**

MINDBODY, INC. | 2015—2018

A business management software provider, specializing in the wellness industry; serving 35M consumers in 130+ countries.

Chief Technology Officer (CTO) & Acting Chief Information Security Officer (CISO)

- **As CTO and acting CISO**, held accountability for product management, technology delivery, user experience, production infrastructure, project management, data science, and production security. **Direct reports included the Chief Information Officer (CIO), Chief Product Officer (CPO), and Senior Vice President of Engineering.**
- **Responsible for \$60M annual budget** and B2B and B2C products serving 60K businesses, 400K practitioners, and 1M+ daily active consumers, representing 10B in annual transaction volume.
- **Drove company growth by 30% YoY.**
- **Key player in earning major certifications, including PCI, SOX, HIPAA, and GDPR.**
- **Addressed complex technical challenges** associated with **4 merger and/or acquisitions** within a 24-month period.

SONY PICTURES ENTERTAINMENT | 2003—2015

A \$9B entertainment company that produces, acquires, and distributes film and TV entertainment through multiple platforms.

Executive Director of Enterprise Technologies (2008—2015)

- Successfully managed and maximized an **annual budget of \$12M** for 5 consecutive years.
- **Held major responsibilities in the enterprise recovery from the Sony hack incident** that originated in N. Korea.
- Partnered on outsourcing and centralization initiative for Application Development and Maintenance departments, which **saved \$35M+ over a 5-year period.**
- **Executive leader on the Identity Management (IDM) and Security program** that implemented a robust and global IDM strategy and compliance initiative in accordance with Sony's global information security policy.

...continued...

- As **leader of the Enterprise Content Management (ECM) group**, directed technology strategy, budget, architecture, implementation, and support of all content management, collaboration, and portal platforms.
- Led teams in **establishing best practices, reusable architectures, and the adoption of open source platforms**.
- Managed a vital program, Platform Evergreening, that focused on **tech debt reduction**.
- **Leveraged Six Sigma and new product introduction (NPI) processes** to define quality metrics.

Domestic TV Line of Business (2003—2008)

- **Developed technology strategies and led implementation efforts to address sales availability tracking** by improving access to product data and analytics.
- **Drove technology due diligence** for acquisitions of ad sales vendors and user-generated content companies.
- **Successfully replaced domestic TV B2B site**, a portal for all syndication and PPV marketing and programming content, **with minimal interruption to service and operations**.
- **Designed technical solution** to integrate Nielsen ratings information with IMDB product information to **improve analytics and data-mining capabilities for cross-functional teams**.
- Partnered with CIO in **establishing an offshore support team** in India using the area's leading vendors.
- **Transformed the IT division into a services-based model using ITIL principles**, and implemented the incident management, change management, and problem management processes.

LIVE AREA, LLC | 2003—Present

A consulting firm specializing in cloud computing, SaaS, and SOA consulting.

Chief Technology Officer (CTO)

- As consulting CTO, **defined technology and offshore development strategies** for multiple start-ups in Silicon Valley.
- **Advisor to SaaS and cloud computing start-ups on product strategy and use of artificial intelligence**.

WAKESOFT, INC. | 2003

An enterprise software company and provider of application architecture solutions.

Solutions Engineer | Sales

- **Partnered with executive leadership to define the GTM strategy, competitive differentiation, and ROI**.
- **Accountable for technical pre-sales** for large Fortune 100 companies.

EARLIER CAREER EXPERIENCE:

Senior Consultant & Technical Architect | IRISE, INC. | 2000—2002

Engineer & Consultant—NEXTERA INTERACTIVE | 1999—2000

MIS Specialist—FEDERAL RESERVE BANK OF CHICAGO | 1999—2000

NT 4 Administrator & Teaching Assistant—BELOIT COLLEGE | 1996—1999

CURRENT ADVISORY ROLES

- Investor & Board of Advisors Member—TRUE LARK | 2018—Present

EDUCATION & CREDENTIALS

Master of Science in Software Engineering | Walden University

Bachelor of Science (BS) in Computer Science | Beloit College

PROFESSIONAL DEVELOPMENT

- Artificial Intelligence: Implications for Business Strategy | MIT Sloan School of Business
- Stanford Innovation & Entrepreneurship Certificate | Stanford University
- ITIL Foundation v4 Certified & v3 Certified