Waheed Zarif

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PROFESSIONAL SUMMARY

Strategic Program Manager with 12+ years of experience leading the full lifecycle of large-scale, cross-functional programs in integrated technology, environmental monitoring, and high-reliability filtration and purification systems. Proven ability to deliver enterprise programs by aligning execution with business strategy, stakeholder needs, and risk management goals. Skilled in full lifecycle project oversight—from planning through deployment and decommissioning. Experienced in platform transitions, and vendor management across global teams. PMP-certified, with a strong foundation in program management, performance metrics, and leadership in both Agile and traditional environments.

CAREER HIGHLIGHTS

- Directed multimillion-dollar technology programs for environmental monitoring, including a $3.5M state-level deployment and strategic planning for proposals exceeding $30M, demonstrating readiness for large-scale government and enterprise contracts.
- Directed full lifecycle management of complex software development, including Agile-led DARWIN and DWE initiatives, integrating cross-functional teams across the U.S., and India.
- Championed strategic End-of-Life (EOL) programs for legacy platforms, mitigating transition risks for key customers while realizing $1.5M in loss prevention and reallocating critical engineering resources to next-generation systems.
- Championed cross-functional collaboration and stakeholder alignment, managing internal technical teams and external vendors across four countries to deliver scalable products and integrated systems, contributing to over $10M in new revenue and partnerships.
- Delivered Agile program leadership, driving continuous improvement through sprint planning, backlog refinement, and CI/CD-aligned workflows using Jira and Confluence—enhancing transparency, and cross-team synchronization.
- Served as a trusted advisor and public-facing technologist, representing the company at 25+ industry events and interfacing with 50+ enterprise clients and C-suite stakeholders to translate complex technical capabilities into strategic value propositions.

CORE COMPETENCIES

- Technology Deployment & Operational Readiness
- Risk Management
- Strategic Decision-Making & Vision Setting
- Program Planning, Development & Execution
- Project Management

- Supplier & Vendor Management
- Client & Stakeholder Engagement
- Cross-Functional Team Leadership
- Automation & System Integration
- Strong Interpersonal & Conflict Resolution Skills

EXPERIENCE

Delos Living
Los Angeles, CA

Vice President (Program Management, Technology Deployment & EOL Strategy) *01/2022 - Present*

- Led the end-to-end program management for deployments of environmental sensor networks and integrated monitoring platforms, managing a ¿$4M portfolio including international pilot programs vital for securing a $30M+ strategic proposal.
- Led a strategic review of the DWE™ program's long-term viability and market relevance, identifying critical risks of obsolescence and misalignment with evolving business objectives, which directly informed the executive decision to sunset the program, preventing a projected $1.5 million in potential losses over a 5-year product lifecycle.
- Directed a cross-functional team of engineers, product managers, and customer support representatives through the complex End-of-Life (EOL) process for the DWE™ program, mitigating key risks associated with project transitions and achieving zero critical customer escalations. Oversaw decommissioning activities, realizing $120,000 in annual cost savings by retiring redundant AWS infrastructure, eliminating partner royalty fees, and optimizing the marketing budget. Onboarded a new partner and transitioned six projects into the new partner ecosystem.
- Represented Delos at 25+ industry events and conferences, delivering tailored presentations and demonstrations to over 500 prospective clients, industry leaders, and channel partners, resulting in 100+ qualified leads.

Senior Director (Program Management, Product Launch & Customer Engagement) *01/2018 - 12/2022*

- Managed the full lifecycle and budget for the tiered launch of Delos' DWE™ SaaS program, leading internal product teams and external technology partners through pilot projects to successful delivery. Oversaw 11 post-launch projects, generating $1.5M in revenue.

- Identified and cultivated vendors across the USA, Canada, China, and the Netherlands, aligning with DWE™ roadmap to introduce four exclusive products, addressing key customer requirements. Partnered with the internal legal team to negotiate contracts, achieving a 40% discount pricing.
- Cultivated relationships with 75+ technology integration companies through participation in industry events, overseeing proposal generation and acting as the primary point of contact for stakeholders, resulting in over $5M in new business for DWE™.
- Collaborated with the sales team, leveraging technical expertise and delivering compelling product presentations to secure $16M in revenue over 4 years. Cultivated strong relationships with 50+ key corporate clients serving as the primary liaison, including direct engagement with C-suite executives, for all technical and project-related inquiries.

Director (Program Management, Technology Development & Project Execution)   *11/2015 – 12/2017*
- Directed the full-stack development and deployment of the DARWIN™ integrated hardware/software platform, leading cross-functional teams (Software, Firmware, Integration) across the U.S. and India to deliver a high-reliability system.
- Collected and leveraged product performance data and customer insights to drive iterative agile development cycles focused on continuous software refinement; facilitated agile ceremonies including daily stand-ups, sprint planning, backlog grooming, and story point estimation, utilizing Jira and Confluence to enhance transparency, collaboration, and alignment in the ongoing improvement of DARWIN™ software.
- Developed and executed the DARWIN™ proposal strategy by aligning technical product features with clients' business objectives; led technical sales presentations and interactive seminars, effectively translating complex technical concepts into clear value propositions, resulting in successful proposal submissions that secured over 10 strategic projects and generated $5M+ in revenue.
- Directed end-to-end management of 10+ international projects across the USA, Canada, and Mexico, effectively coordinating diverse cross-cultural teams, internal stakeholders, and external contractors. Leveraged strong communication, cultural intelligence, and stakeholder engagement skills to navigate international complexities, proactively tracked project milestones, budgets, and risks, achieving a high on-time and on-budget delivery rate.
- Conducted comprehensive technology due diligence on 10+ startups, evaluating technical feasibility, market potential, scalability, and strategic alignment in IoT, environmental sensors, biometric sensors, LED lighting, and software; clearly communicated findings and recommendations to Delos executive leadership, resulting in strategic investments totaling $2M and enabling the identification of innovative product opportunities aligned with organizational growth objectives.

Celdara Medical   Lebanon, NH
Research Scientist (Program Management, Biotech & Life Sciences R&D)   *09/2012 – 10/2015*

- Managed early-stage technology evaluation and R&D programs in a highly regulated environment, assessing innovations from academic partners and coordinating with external CROs to advance product development.
- Played a key role in the research and development of novel therapeutic modalities, including CAR-T Cell therapy and CRISPR/Cas9, utilizing molecular biology techniques such as cloning and DNA sequencing.
- Collaborated with academic and clinical partners (Vermont VA Hospital and Dartmouth College) on research projects focused on developing new therapies and understanding disease mechanisms.

EDUCATION

Dartmouth College - Hanover, NH. Bachelor of Arts (BA), Engineering Sciences
Thayer School of Engineering at Dartmouth - Hanover, NH. Bachelor of Engineering (BE), Biotechnology

CERTIFICATES

Project Management: Project Management Professional (PMP) - Credential ID 3965091
Data Analysis: Python for Data Science
AI/ML: Introduction to Deep Learning (NVIDIA Deep Learning Institute)
Cloud Technologies: Dev-Ops Deployment Automation (AWS, Terraform, Docker, Gitlab CI/CD)

OTHER

Member of Board of Directors: Dartmouth Club of Los Angeles