

NIOSHA KAYHANI, CEng, MSc, BEng, MBA, PMPSan Diego, CA, USA | +1 (858) 471-1951 | [Email](#) | [LinkedIn](#) | [Portfolio](#) | [Github](#)

Strategic and results-driven technology leader with a proven track record in product lifecycle management, P&L ownership, and global market expansion. Adept at driving revenue growth through customer-centric innovation, and business model strategies. Wide array of technical expertise from materials science to optical fiber lasers, to software development and cloud infrastructure and AI-driven product development. Strong experience in managing multi-site, multi-cultural teams and fostering key customer relationships to define and execute go-to-market strategies. Passionate about aligning product roadmaps with emerging market opportunities and leveraging data-driven insights to optimize product profitability. Fluent in Swedish and English.

Skills

Strategic Planning | Lean Manufacturing | P&L Management | R&D Portfolio & Program Management | PLM | PMF | Python | Node.js | Product Development | Fiber Optic Lasers | Material Science

Professional Experience**Taurus Space**, San Diego, CA, USA**Oct 2024 - Present****Founder**

- Developed a fully autonomous, AI-driven system for real-time satellite collision detection and maneuvers.
- Led network topology integration with key U.S. players, deployed on Google Cloud Platform.
taurusspace.com

Opus Duo, San Diego, CA, USA**May 2024 - Present****Founder**

- Built an HRIS marketplace leveraging cloud-based infrastructure and AI-powered job matching.
- Scaled the platform to support multi-tenant Docker deployments on Google Cloud.
- Grew the team to 5, securing early customer adoption and revenue traction. opusduo.com

Cubic, San Diego, CA, USA**July 2022 - May 2024****Director of International Programs**

Led product line strategy and P&L management for AI-driven geospatial and e-commerce solutions, serving 75+ federal, state, local, and international agencies.

- Built and grew global partnership pipeline, including resellers, agents, sales reps, and integrators from 4 to 18 in less than 2 years, leading to 17% topline growth.
- Directed global teams to drive customer satisfaction, meet SLAs, and ensure data compliance.
- Automated end-to-end commercial workflows, integrating AWS, Salesforce, and SAP, improving operational efficiency.
- Developed and executed go-to-market strategies for new product launches and regional expansions, achieving 17% revenue growth in 2023 at 40% gross margin.

Cubic, San Diego, CA, USA**March 2016 - July 2022****Director of Innovation**

Built strategic innovation capability and oversaw programs with 100+ engineers and PM's in a 7,000 people organization across a diverse R&D portfolio with a budget of \$55M. Promoted from Sr. R&D Engineer in 2019.

- Managed and developed R&D ROI, NPV, NCF financing and portfolio valuation modeling for IRAD efforts.
- Produced portfolio options valuations used for Board of Director and C-level reviews. Received CEO award.
- Led development of cloud product strategies and data analytics initiatives for multiple transit agencies.

- Established innovation ecosystem and roadmaps with startups, local businesses, and academia.
- Launched products focused on mobile payments, computer vision, object tracking, airborne laser systems, accessibility, passenger flow management, AI, and security. Won 'Innovator of the Year' award and received multiple patents.

Google, Dublin, Ireland

December 2014 - January 2016

GCE Strategist

Optimized digital strategies for SMB's in the Nordic region and grew revenue of existing accounts by 23%.

- Drove enterprise-wide improvement program on the Adwords platform, saving over \$1M per annum.
- Created automated payment and invoicing feature for AdWords, instantly affecting millions of users.
- Worked on the Self Driving Car using my dissertation topic on thermal management of fiber optic lasers.

SPI Lasers (TRUMPF), Southampton, UK

August 2011 - November 2014

Manufacturing Lead

Led lean manufacturing and process redesigns to allow for increased production capacity close to 100%, and reduced Takt times through value stream mapping and automation. Promoted from Manufacturing Engineer. Focused on designing and building 1kW+ fiber optic laser systems and Fiber Bragg Gratings to support power densities and splicing.

- Deployed electro-mechanic and opto-electronic manufacturing lines for fiber optic laser products.
- Led material science studies and performed degradation analysis and built models for accelerating decay.
- Led team to implement quality engineering best practices and IT automation for the Kanban system.

Portsmouth University Basketball, Portsmouth, UK

September 2009 - July 2011

President

Elected as Vice President from 2009 to 2010 and elected President in 2010 to run 160+ organization.

- Directed strategy, P&L and recruitment, achieving the highest revenue growth and securing a record promotion to the 1st division.

Previous engineering and business development roles at Apollo Fire Detectors and TopUpTunes respectively.

Board Positions & Advisory Roles

Intelligent Transport Systems UK, London, UK

May 2019 - Aug 2024

Board Director

Support and influence strategy, financial planning, and business operations as part of BoD responsibility.

- Facilitate and host international delegations, sign memorandums of understanding with global institutions, and support the organization's growth.

UC San Diego, San Diego, CA, USA

February 2022 - Present

Board Member

- Support establishment of policies and key strategic objectives, alongside mentorship of engineering students at UCSD and support of recruitment as part of the Corporate Affiliates Program (CAP).

Certifications

Project Management Professional (PMP)

Chartered Engineer (CEng)

Lean Six Sigma Green Belt

U.S. Patents (+10)

Education

MBA, Master of Business Administration

Distinction | Scholarship | Focus: Finance, New Venture Creation & Innovation
Warwick Business School

MSc, Engineering & Management

Distinction | Valedictorian | President | Focus: Thermo-Optical Characterisation of 1kW Capable CW Fiber Lasers
University of Portsmouth

BEng, Mechanical Engineering

First Class Honors | Student Council Lead | Distinguished Faculty Award
University of Portsmouth