

**Aditya Kher**  
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## EDUCATION

**Santa Clara University, Leavey School of Business**  
**Master of Business Administration (MBA), Marketing Concentration**  
• Dean's List

Santa Clara, CA  
June 2016

**University of Pune**  
**Bachelor of Engineering, Instrumentation & Control**

Pune, India  
August 2001

## EXPERIENCE

**Synopsys Inc.**  
*Staff Application Engineer*

Mountain View, CA  
2011-Present

- Collaborated with product marketing teams to develop a webinar about low-power verification and debug tutorial for use at industry trade shows such as Design & Verification Conference; expanded product awareness and developed relationships with customers.
- Analyzed a two-month trial of placement and packaging of verification products, to engage semiconductor customers in the automotive market. The analysis established a gap between current verification product offerings and needs of automotive market. Synopsys subsequently acquired a company to address the gap.
- Led the charter for proliferation of low-power verification solutions across Apple's worldwide design teams, established customer communication framework and delivered high quality software; enabled prioritization of Apple's critical enhancement and bug report requests. Delivered insight to executives into Apple's usage of Synopsys' low-power solutions.
- Collaborated with cross functional R&D teams and customer's worldwide design teams; resulted in increase of license count of low-power verification tools at Apple by roughly 4x every two years and adoption of Synopsys' low power verification tools as signoff criteria for 100 million+ gate designs.
- Established stringent QA processes for weak area analysis and developed planning schedules to enable Apple's commitments for upcoming software releases over a 36-month period, in sync with long term product planning within Synopsys.
- Streamlined channels within Synopsys for escalation of Apple's critical tool issues; resulted in reduction of customer escalations from 1 per week to 1 per year.

**Synopsys Korea Inc.**  
*Senior Application Engineer-II*

Seoul, South Korea  
2007-2011

- Collaborated with product marketing teams, by connecting with local verification engineers, authoring and publishing 4 user experience stories on platforms such as Synopsys User Group and trade magazines; expanded awareness of Synopsys' flagship verification solutions amongst user base within Korea.
- Delivered multiple demos to various groups of engineers and managers generating 3 new technical evaluations of verification tools.
- Owned Samsung Korea account and drove software quality improvements and site-wide use of verification tools; generated revenue increase of \$1.5M per year.

**Synopsys India Pvt. Ltd.**  
*Senior Application Engineer*

Hyderabad, India  
2004-2007

- Established processes for triage of post-sales customer issues for Synopsys' then newly acquired Vera product. Resulted in improved turnaround time from 6 issues per week to 20 issues per week over period of 2 months.

## ADDITIONAL INFORMATION

**Language Ability:** 2-year Diploma in Japanese, Japanese Language Proficiency Test (Level 3), elementary proficiency in Korean.

**Recognition:** Earned recognition at Synopsys for "Exceptional Contribution" in 2013, "Above & Beyond" award 5 times since 2011.

**Interests:** Half Marathons, Food, Travel, Languages.