

Elliot Sather

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SUMMARY

I am a creative and user-centered product development leader with twenty years of experience working in multidisciplinary teams to understand and balance user needs, technical challenges, manufacturability, and business constraints to bring meaningful products to market quickly. During my career, I have worked in a range of roles covering the spectrum from research and design to engineering and manufacturing. I have worked with large companies and small startups in diverse industries including consumer electronics, medical devices, home fitness, and telecom.

RELEVANT SKILLS

- Cross-functional team leadership
- Brainstorming and ideation
- Design for manufacturability / DfX
- Product development
- Rapid prototyping
- Design thinking
- Program management
- User-centered design
- Creative problem solving

EXPERIENCE

1/2020 to Present **Ronin Product Development Labs.** San Francisco, CA

Studio Principal and Partner

- Built and lead a studio of seven mechanical and electromechanical designers.
- Responsible for team leadership and mentorship and technical oversight of project work.
- Built relationships with key business partners to accelerate business growth and add value for our clients.
- Acted as project manager, technical lead, and product manager on simultaneous projects.
- Helped clients tackle critical engineering challenges, explore new technologies, and bring their new products from concept to production quickly.

1/2013 to 1/2020 **Elliot Sather Product Development.** San Francisco, CA

Owner, Principal Design Engineer, and Project Manager

- As an independent consultant I led clients through the product development process from start to finish including customer research, product specification, concept generation, design engineering, prototyping, and testing through production ramp support.
- Provided cross-functional program integration support working closely with management, marketing, industrial design, electrical engineering, quality, regulatory, manufacturing, operations, and supply chain.
- Coordinated project teams and resources on new product introduction projects to produce high performance, fully functional, tested, compliance-ready products within budget and on time.
- Advised clients' management teams to help set their company's strategic direction.

7/2011 to 1/2013 **Square, Inc.** San Francisco, CA

Senior Product Design Engineer

- Designed and developed beautiful, reliable, high-volume, and low-cost mobile credit card readers and brought them to high-volume production.

- Worked with Square's ME and ID partners and internal electrical and firmware engineers to refine and release Square's first encrypted card reader for high-volume production.
- Supported transfer and re-qualification of production from China to Mexico.
- Acted as lead ME for a thinner, lower-power, custom ASIC-based reader.
- Led mechanical R&D for new concepts for chip card readers and wireless readers.

6/2006 to 7/2011 **Ventus Medical, Inc.** Belmont, CA
Senior R&D Engineer/Project Lead

- Lead R&D engineer on a team that defined, designed, and developed a novel respiratory therapy device for the treatment of obstructive sleep apnea.
- Generated and prototyped device concepts to meet clinical and market needs.
- Supported clinical studies and user research, developed product specifications, test methods, protocols, and fixtures.
- Performed validation and verification testing, analyzed data, and presented results.
- Worked closely with supply chain and manufacturing to bring devices to production.
- Collaborated with all departments of the company to integrate design, marketing, medical, quality, manufacturing and regulatory aspects of our products and guide them through the design control process for a class II device.

3/2004 to 5/2006 **IDEO.** Palo Alto, CA
Product Design Engineer

- As a member of multidisciplinary design teams working on a variety of design, engineering, and manufacturing projects, my responsibilities included user research, concept generation, prototyping, plastic and sheet metal part design, and documentation for production tooling.
- Project areas included consumer electronics, aerospace, medical devices, toys, and packaging.

EDUCATION

Stanford University. Stanford, CA

Master of Science in Engineering: Product Design

- Completed interdisciplinary program offered jointly by ME and Art departments.
- In addition to design and engineering curriculum, coursework included manufacturing, art, human-computer interaction, and medical device design.
- Masters' project: *Aesthetic Quality and Dignity in Utilitarian Medical Devices.*

Bachelor of Science degree in Engineering: Product Design

- Completed requirements for creative, collaborative, human-centered engineering design program.
- Coursework included mechanical engineering core along with design, manufacturing, human factors, and art.

OTHER

Patents: [11241100](#), [20210407468](#), [7506649](#), [D590267](#), [20140001263](#), and [others](#)

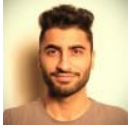
Work samples: www.elliotsatherpd.com

LinkedIn: www.linkedin.com/in/elliotsather

SolidWorks Certified Professional

Elliot Sather

REFERENCES



Kabir Kalsi

Mechanical Engineer at Aescape

November 4, 2023

Kabir reported directly to Elliot

Elliot was my manager at Ronin Product Development Labs for over a year. During my time at Ronin, I had the opportunity to work on various client projects, and Elliot's leadership played a pivotal role in my growth.

Elliot set a high standard for technical excellence, having a major impact on every program he managed. But what stood out most is how he always goes above and beyond to ensure the success of his team. I encountered several challenges in my role, and it was during those times that Elliot's empathy truly shined. He consistently offered timely and tailored support, providing invaluable guidance in both technical and interpersonal realms. His approach has inspired the qualities I'd like to integrate and further develop within my own engineering practice.

Working with Elliot has been an incredibly rewarding experience, and I would enthusiastically look forward to the possibility of reuniting with him in the future.



Peter Capraro

Senior Mechanical Engineer at Zipline

November 30, 2023

Peter reported directly to Elliot

I had the opportunity to work with Elliot at Ronin PD Labs where he was my manager and Studio Lead. Elliot brought a ton of experience to the table with his extensive background in product development and was regularly able to give helpful guidance on technical issues and client management. Additionally, he exhibited a lot of trust and confidence in his team, offering support where needed without micromanaging which is often a difficult line to toe. Overall, Elliot is an excellent engineer, mentor, and a delight to work with.



Derek Yap

Staff Mechanical Engineer at Brightdrop | Founder of Outlinx

November 9, 2023

Derek reported directly to Elliot

I had the pleasure of working with Elliot during my time at Ronin PD. He was the manager of the ME team that I was on. In my opinion Elliot is the epitome of the perfect mechanical product design engineering manager. Time and time again his expertise in design and engineering helped guide our team while we worked through many tough project challenges in a short amount of time. He has a knack for understanding how teams work, and how best to keep the momentum going. Also, on a personal level Elliot is really easy to talk to, and I always felt like he understood the feedback I provided to him. Elliot is the type of manager and engineer who really values the relationships with the people he collaborates with. His interpersonal skills coupled with his engineering expertise make him an extremely valuable asset to any product team he's part of. If you ever get a chance to work with Elliot, I highly recommend it!



Emily Clopp

Mechanical Engineer

August 18, 2016

Emily reported directly to Elliot

Elliot was a great mentor and leader. He is easy to work with and provides solid advice and direction without micro-managing. He was asked to step into a manager role suddenly and easily made the transition. He provided guidance to our team when it was lacking, was always available and willing to provide help where needed and was able to track and communicate our team's progress cross-functionally. I would gladly work with/for Elliot again!



Dominic Pitera

Manager, Battery Product Design at Apple

August 14, 2016

Dominic reported directly to Elliot

I worked with Elliot for 9 months at Sano. Elliot's role on the team grew from a product design engineer to the product manager for our hardware and engineering team. He gave the team clear direction and goals to work towards, while coordinating development efforts across multiple product assemblies.

Throughout the process, he managed timelines while identifying critical roadblocks and challenges for the team to prioritize and solve. Elliot made an extremely positive impact on our team as a whole, as well as the individuals he managed. Any group with a need for leadership, project/team management, and technical design experience would be lucky to have him.