



## Vice President of Engineering - COO

Use this section to highlight your *Top Achievements*, which should be short, concise and noteworthy. Choose at least six, but no more than ten achievements. Examples are detailed below

- **Drives revenue growth** by developing World Class software products.
- **Directed a staff of up to 100 employees** ensuring accountability for their training and personal development.
- **Led a \$500M division** with P&L Responsibility
- **Led Software Development Teams** from 10 to 350 employees with budgets up to \$500M.
- **Created and managed mature development processes** for geographically dispersed teams in the US, Europe, and India.
- **Scales development** and project management processes to improve quality and predictability.
- **Holds a MSEE** from University of California, Berkeley and a BSEE from Purdue University.

Use this section to provide a brief summary of who you are, your current position and an outline of your background. It should be no more than one or two sentences in one or two paragraphs.

### As an example:

- A strategic IT Executive with success driving the development of leading-edge software products and project management processes in the IT Outsourcing and communications equipment to attain new market opportunities and business profitability.
- **Devised an EOL (End of Life) program** to communicate with legacy customers to offer upgrades to new products. 65% of customers moved to new products with a 7% increase in after-market revenues plus service and supply savings of \$150K with an overall reduction of \$300K in excess assets.
- **Transitioned direct field service** in rural areas from Supplier (A) to Supplier (B), at a savings of close to \$1M annually. Managed customer call centers, technical support groups and service training, parts recovery and remanufacturing operations.
- **Led all field service operations** for division with over 500 technicians and managers and managed the service revenues of \$300M and operating costs of \$60M. Originated a new productivity/workload metric and management grade classification, reducing management costs by 12%.
- **Managed and directed**, with a focus on after sales service and maximizing customer relations, a group of 10 support technicians and 200 field managers and technician in areas including Customer Service Operations, Field Service, Remanufacturing, and Distribution in regional areas throughout the US with budgets up to \$20M.

## Core Competencies and Achievements include:

### Business Process Management:

- VSAT Equipment
- Cellular Location Using TDOA and GPS
- Voice over Cable
- DOCSIS Cable Modems
- Routing
- Network Management
- Frame Relay
- Analog Modems
- T1/E1 Multiplexors
- ATM Switches
- DSU/CSU
- Class 4&5 Digital Telephone Switches
- Echo Canceller

### Operations and Business Integration:

- P&L Management
- Managing & Developing Teams
- Organization Maturation
- Staffing, Employee Development
- Strategic Planning & Analysis
- Engineering
- Marketing
- Sales
- Operations
- Customer Service

### Product Development:

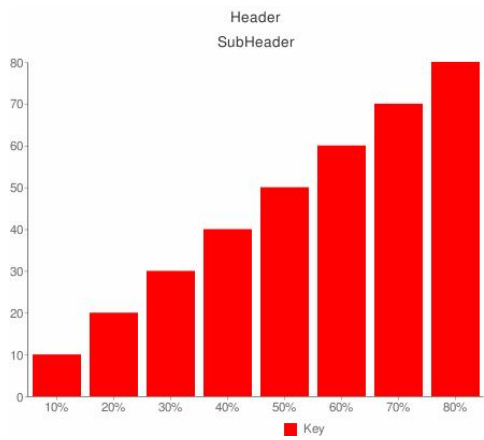
- System Requirements
- Communication Equipment Architectures
- Hardware & Software Tradeoffs
- ASIC Definition
- Documentation Process
- Release Process
- Integration / Testing
- Verification & Validation Testing
- Project Management

### Business Strategy:

- Financial Strategies

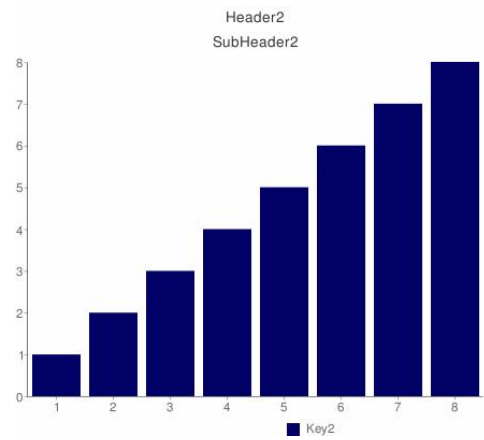
- Market Definition
- Product & Resource Planning
- Sales Structures
- Revenue Generation
- Business Growth & Development

**Result 1:**



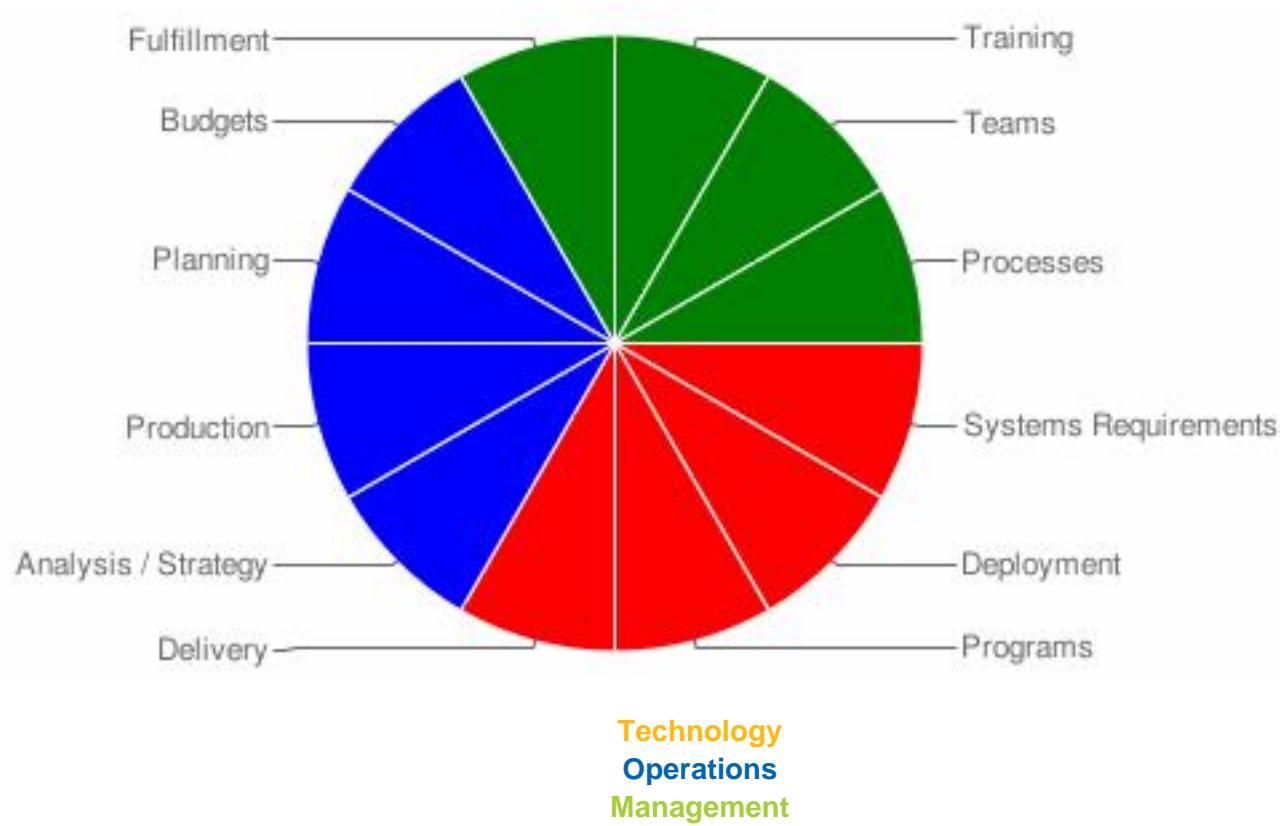
30 Years 1 thru 3 (\$ Million)  
100 Years 4 thru 6 (\$ Million)  
150 Years 7 thru 8 (\$ Million)

**Result 2:**



20 20%  
50 50%  
70 70%  
90 90%

**Proficiencies:**



## Education

**MSEE** from University of California.

**BSEE** from Purdue University.

### **PATENTS**

United States Patent

Unique design of a means of commercial processors.

United States Patent II

Unique design of a means of commercial processors continued.

## Experience:

### **Technology Company - Belfast, PA (2006-2008)**

A \$600M Satellite company with 170 employees.

- **Vice President of Engineering**

### **Excel Position - King of Prussia, PA (2002-2005)**

A startup company that produced location systems for GPS Units.

- **Vice President, Product Development**

### **Previous Positions**

**VICE PRESIDENT OF ENGINEERING** positions (1983 - 1996)

following companies:

Racal Datacom, General DataComm, Timeplex, and Comsat TeleSystems

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