

Summary

A successful, energetic, and hard-working team builder, with extensive international flair and experience. Demonstrated results in Management, Engineering, Operations, Marketing, and Sales roles for high tech products.

Driven to exceed objectives, with excellent written and verbal communication skills at all levels. A team builder who finds innovative solutions to complex problems.

Spoken Languages, English (native), Portuguese (good), French(rusty), Thai(basic)

Education/Professional Certifications

- B Eng, University of Bradford, England. Instrumentation and Control Engineering
 - Member IEE, IEEE, CEng (Professional) Engineer
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Accomplishments

Business Development

- Founded and led a worldwide business serving military and commercial markets
- Design, development, manufacturing and sales of precision references for:
 - satellite communications
 - HDTV broadcasting
 - electrical power generation
 - metrology
 - telecommunications
 - many other industries

Sales

- Built a team of highly motivated Regional Managers and Sales Representatives
- Exceeded targets with profitable double digit growth over a 5 year period.

Management

- Implemented structural re-organization with accountability and monitoring of key performance indicators to drive improvement
 - Recruited and developed a high performance network of representatives
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Capabilities

- Strategic and Financial Planning
- Sales/Marketing Management
- Business Development
- Team Building.

Able to leverage technical experience to achieve outstanding results in Sales and Executive Management roles. An excellent communicator capable of conveying ideas and concepts from engineering design through to Board Room decision making.

Experience

- Senior Management Positions:
 - Operations
 - Sales/Marketing
 - Business Development
 - Engineering Hardware:
 - RF/Analog/Digital
 - Software:
 - Assembler/Linux/C/html/php
 - Applications:
 - Infrared spectroscopy
 - Atomic clocks
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Aspirations/Employment Preferences

Seeking a broad brush business development role within a forward thinking and innovative technology company where I can apply my experience and abilities to make a strong impact on growth, and a solid contribution to the bottom line.

Professional Experience

- **Precise Time and Frequency, Inc – 2002 to Present**
CEO/Owner
Driving Sales, Marketing, Engineering, strategic business and product development for a successful and profitable business
 - **Datum (USA) – Beverly, 1995 to Mid 2001** – Precision time and frequency references.
Vice President, Marketing and Sales (1995 – 2001)
Executive management of Sales organization, planned and exceeded sales objectives
 - **Whittaker Corporation – 1994 – 1995** - Electronic Systems, Aerospace/Industrial
Business Area Manager – Business management, Resources Unit
 - **Infrared Engineering** - Industrial opto-electronic instruments for process control
Divisional President – Successfully led US subsidiary for years of profitable growth
Operations Director – Modernized operations, new facilities, for improved efficiency across manufacturing sites
 - **Marconi Avionics**
Development Engineer, creating auto-pilot designs in analog and digital electronics.
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US Citizen

Interests: Sport / Leisure: tennis, soccer, swimming, golf, playing keyboards, web design