

MICHAEL NAME

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CEO | CHIEF SALES OFFICER

~ EXECUTIVE SUMMARY ~

Highly accomplished, visionary, and motivating CEO/Senior Executive who creates a strong customer-first culture through his high technology P&L, business development, sales, and marketing experience. Leads the creation of new products and acquisitions that increase profitability, expand customer base, and drive revenue growth. Adept at developing and deploying emerging and disruptive technologies such as 802.11, Bluetooth, NFC, VoIP, and mmWave.

~ LEADERSHIP COMPETENCIES ~

Product & Brand Management | Sales Operations & Growth | Marketing Strategies | Technology Channel & Distribution | Innovative Solutions | Acquisitions | IPOs | Board Relationships & Collaboration | Business Transformations & Turnarounds

~ PROFESSIONAL EXPERIENCE ~

CEO, INTERIM

Ambiq Micro, 2015

- Serves as Board Member and selected as interim CEO during transition and search for a permanent CEO
- Provides and implements strategies to stabilize the company with a focus on executing the revenue plan, driving design wins, building out the management team, and establishing partnerships
- Positioning the company as the ultra-low power leader for the era of devices

CHAIRMAN & CO-FOUNDER

Silicon Catalyst, 2014—Present

- Oversees all aspects of supporting and promoting leading IT start-up companies from securing funds to driving ideas from prototype to market entrances
- Focuses on the next generation of wireless, security, energy, and human interface innovation
- Leverages a coalition of strategic partners, including TSMC, Synopsys, Keysight, Imec, and Advantest, to provide PDK access, EDA tools, MPW shuttle runs, testing, and more facilities

Key Achievements:

- + Successfully launched the world's 1st incubator for semiconductor start-ups, on track to incubate 12 companies in 2015
- + **\$100+M of funding support secured** through strategic partners and investors
- + Guided the successful formation and launch of Quora Semiconductor, a wide bandgap technology spinout from a major US semiconductor company

EXECUTIVE VP, GLOBAL PRODUCTS, DESIGN, SALES, & MARKETING

GlobalFoundries, 2012—2013

- Recruited and selected to turnaround the company, directing a global team of 1,000+ employees
- Developed and executed aggressive business and revenue-growth plans by hiring and developing an effective sales team and establishing a marketing organization
- Added corporate-wide product management and design capabilities to establish and promote the company's capabilities and strengthen the brand's image in the industry

Key Achievements:

- + Grew customer base to over 200 companies and 16 of the top 20 semiconductor firms
- + **31% growth and \$4.5B in revenues** through strategic initiatives that drove GlobalFoundries as the fastest growing major semiconductor company in the industry
- + 2nd largest foundry and 12th largest semiconductor company achieved through aggressive sales and improved marketing strategies

EXECUTIVE VP, GLOBAL SALES AND MARKETING*NXP Semiconductors, 2008—2011*

- Managed a global staff of 850 sales and marketing team members and directed NXP's successful IPO (NXPI) in August 2010
- Collaborated with NXP's CTO to develop and execute NXP's High Performance Mixed-Signal strategy and repositioning
- Successfully re-organized NXP's multiple commodity sales channels into a unified, highly technical organization

Key Achievements:

- + **\$4B+ growth in revenue** achieved through record high quarterly market share and margin, driving 10 consecutive quarters of product revenue, margin, and profit growth
- + Grew NXP's distribution business to become the 2nd largest in the semiconductor industry

SENIOR VP, WORLDWIDE MARKETING AND SALES*National Semiconductor, 2005—2008*

- Oversaw \$1.9B (FY08) in revenue and 600+ employees, spearheading increased productivity, customer engagements, value pricing, and new product revenue

Key Achievement:

- + **Grew analog to 99% of total revenue** while also dramatically improving ASPs and gross margin (from 53.4% in FY05 to 64.4% in FY08) through aggressive sales and marketing initiatives

VP, INTERFACE GROUP, 2001—2002 | VP, PC & NETWORKING GROUP, 2002—2005*National Semiconductor, 2001—2005*

- Managed \$250M+ P&L, 300+ employees, and 6 design centers worldwide
- Launched new initiatives in areas such as broadcast video, security, and industrial connectivity through aggressive product and business development

Key Achievements:

- + **50% increase in revenue** by transitioning the business to a high performance analog focus
- + **Spearhead \$25M/quarter in profit growth** for 2005 from a \$50M/quarter loss in 2001

DIRECTOR, NEW MARKETS AND TECHNOLOGIES*Cisco Systems, 2000—2001*

- Directed new product strategy and business development for business unit with billion dollar revenue,
- Formed and led cross-company teams to identify and launch multiple new products for xDSL, routing, IP telephony, security, content networking, wireless, and Internet appliances product families

Key Achievement:

- + Successfully launched one of Cisco's first ODM projects, an 802.11 IP phone

**VP OF BUSINESS DEVELOPMENT & STRATEGIC MARKETING, 1995—1999 | DIRECTOR OF SALES, 1993—1995
8X8, 1993—1999**

- Led broadband Internet telephony and streaming video product and market development, overseeing sales of multimedia products in North America and Japan
- Acquired a cloud-based IP telephony software vendor to expand product offerings

Key Achievements:

- + Directed 8x8's successful IPO (EGHT) as well as the market introduction and design-in of the industry's first single chip MPEG 1 decoder and H.324 codec
- + **Captured 80% market share of the video codec sector** through design wins at all the major communications' vendors

AREA SALES MANAGER / FIELD APPLICATIONS ENGINEER*NCR Microelectronics and Seattle Silicon, 1985—1993*

- Promoted to manage the Eastern North American region, including Boston and Atlanta sales offices, 7 design centers, and 9 sales representative companies

Key Achievements:

- + \$50M YOY in sales growth achieved, being recognized as the Worldwide Sales Region of the Year for 1990 and 1991
- + Won and managed NCR's largest revenue-generating ASIC development program

~ BOARD MEMBERSHIPS ~

Board Director. Adapteva, Ambiq Micro, Kilopass, and Quora Semiconductor, 2014—Present | Chairman of the Board. Socle, 2012—2013 | Member. Global Semiconductor Alliance, 2012—2013

~ PATENTS ~

Telephone web browser arrangement and method. U.S. Patent 5,761,280. Filed September 4, 1996. Issued June 2, 1998. Telephone web browser arrangement and method. U.S. Patent 6,282,272. Filed March 9, 2000. Issued August 28, 2001. Telephone web browser arrangement and method. U.S. Patent 6,133,940. Filed February 26, 1998. Issued October 17, 2000. Provides a method and interface for browsing the internet using a telephone circuit having keys for generating DTMF codes.

Video compression and decompression arrangement having reconfigurable camera and low-bandwidth transmission capability. U.S. Patent 5,926,208. Filed September 6, 1996. Issued July 20, 1999. A video and audio compression and decompression system that includes a reconfigurable compact camera communicating with a computer system that allows the camera to execute one of several types of compression modules.

~ EDUCATION ~

Colorado State University. Bachelor of Science in Electrical Engineering