KENT YARMOUTH 1202 ELMWOOD AVENUE, SPRINGFIELD, MA 01101

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EXECUTIVE MANAGEMENT

Uniquely positioned to apply multifaceted technical experience, expertise in all phases of product management lifecycle, strong teammanagement background, and extensive track record of innovation and success to enhancing your firm's bottom line

PROFESSIONAL PROFILE

- MBA-level, Six-Sigma Green Belt-certified management professional with outstanding experience building and leading multi-disciplinary teams for startup and established high-tech firms.
- Top performer with high level of technological sophistication, along with hands-on management experience across diverse environments, including product/software/electrical engineering, QC, and technology marketing.
- Accomplished problem-solver whose unique mix of technical, engineering, and business expertise lends itself to developing business strategies, as well as positioning cutting-edge technologies for market introduction with an eye toward financial viability.
- Creative innovator whose product-development solutions have resulted in profitability and US Patents and whose pursuit of continuous improvements yields high quality in all aspects of work.

AREAS OF EXPERTISE

- Visionary Technical Leadership
- Project Management
- Troubleshooting and Problem Resolution
- Crisis and Problem Solving
- Budget Oversight/P&L
- Quality Control Management
- Six Sigma Methodologies
- Team Building/Management
- Scheduling
- Personnel Management

PROFESSIONAL EXPERIENCE

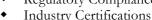
- Executive Engineering Director, Software Plus, Agawam, MA, 1999 to present
- Lead team of up to 18 in hardware and software development groups through entire productdevelopment process from conceptual phase to market introduction.
- Oversee all management-related issues, including human resources, hiring/training/mentoring team members, conducting performance reviews, ensuring compliance with regulatory requirements, project planning/scheduling, product specifications, and managing budgets of up to \$2M.
- Collaborate with customers to define special product-development requirements and translate customer needs into product-line extensions.
- Reduced time spent on quality assurance and decreased product defects by enhancing development procedures for firmware and software development,
- Improved company's competitive market position by reducing product costs, accelerating delivery of new features, and increasing overall product quality.
- Accelerated time-to-market for embedded software by 25 percent through use of appropriate software quality tools, improved debugging methods, and timely personnel training.
- Enabled 35 percent cost reduction by leading hardware/software redesign of access control system, resulting in improved performance, increased reliability, and additional features.
- Led global team in developing hardware and software platform utilized enterprise-wide.
- Increased sales revenue with product that simplifies retrofit of competitive facility equipment and that was awarded a US Patent.
- Spearheaded implementation of new Design-for-Manufacturing programs, dramatically improving product margins and quality levels.
- Reduced regulatory expenses by improving test and qualification methods for new products.
- Developed and implemented strategies for assimilation of acquired products from corporate acquisitions.
- Successfully revised European-designed products for introduction into US market.
- Direct development of new product lines and integration of new technologies into business plan.
- Analyze P&L data for development programs to select those with greatest financial viability.

- Complete Product

- Industry Certifications

- Development Cycle
- Design for Manufacturing

Regulatory Compliance



Manager of Product Development, *Tipton Associates*, Holyoke, MA, Sept. 1996 to June 1999 Manager of Software Development, *Tipton Associates*, Holyoke, MA, June 1992 to Sept. 1996 Project Leader, *Tipton Associates*, Holyoke, M, 1989 to June 1992

- Spearheaded development of cutting-edge products that led to annual revenue escalation from \$500K to \$15M and to company's recognition as an industry leader.
- Built and directed multi-disciplinary team of software/hardware engineers, drafters, technical writers, and technicians.
- Liaised with vendors and manufacturing department to ensure high-quality, yet low-cost, production methods.
- Collaborated with marketing department, customers, and consultants to determine customer needs and industry trends.
- Positioned sales group at forefront of competitive bids by creating marketing position papers.
- Contributed to exponential company growth by ensuring that all products exceeded marketing requirements and came in significantly under budget.
- Championed development of software simulation and modeling methods to assist marketing in determining customer's "voice" – procedure is now SOP.
- Skillfully combined technical and management skills while mentoring group members as they
 resolved complex technical issues and provided expert technical advice to management for
 business decisions.
- Led development of process-control instrument that was completed 20 percent under budget and generated sales at 10 times higher than projected.
- Played key role on team that successfully achieved ISO 9001 certification.
- Awarded U.S. patent for developing solution to common industry problem related to calibration; solution resulted in lower maintenance cost for customers.
- Promoted regularly throughout tenure at company.

PREVIOUS PROFESSIONAL EXPERIENCE

Project Manager, DEA Corporation, Northampton, MA

- Directed project teams in developing robotic controller archetype and all related hardware/software.
- Promoted from Hardware/Software Engineer to Project Manager.
- Successfully resolved scheduling issues to bring projects back in line with projected completion.
- Completed all projects on time and under budget.
- Designed analog and digital circuits.
- Coordinated schedules and assigned functions to various team members.

EDUCATION

- Master of Business Administration (MBA), Tufts University, Boston, MA
- Master of Science in Electrical Engineering (MSEE), Tufts University, Boston, MA
- Bachelor of Science in Electrical Engineering (BSEE), Tufts University, Boston, MA

CERTIFICATION

• DFSS Six Sigma Green Belt, Six-Sigma Academy, 2004

