

KENT YARMOUTH

1202 ELMWOOD AVENUE, SPRINGFIELD, MA 01101

781.555.0231

KENTYARMOUTH@TYCOINT.COM

EXECUTIVE MANAGEMENT

Uniquely positioned to apply multifaceted technical experience, expertise in all phases of product management lifecycle, strong team-management 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 | ◆ Budget Oversight/P&L | ◆ Complete Product Development Cycle |
| ◆ Project Management | ◆ Quality Control Management | ◆ Design for Manufacturing |
| ◆ Troubleshooting and Problem Resolution | ◆ Six Sigma Methodologies | ◆ Regulatory Compliance |
| ◆ Crisis and Problem Solving | ◆ Team Building/Management | ◆ Industry Certifications |
| | ◆ 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 product-development 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.

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

