

RESUME FOR

DUANE E. SMITH
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OVERVIEW: Experienced decision maker with exceptional people management skills, Far East, European and domestic marketing acumen and the ability to bring high technology products from concept to market.

EXPERIENCE:

VICE PRESIDENT - MARKETING AND OPERATIONS

3DSP CORPORATION

July, 2001 to December 2007

- Developed IP technology marketing plan
- Led worldwide marketing effort
 - DSP IP technology
 - hardware IP
 - software IP
 - technical support
- Led fulfillment, delivery and customer support effort
- Provided day to day contract administration
- Closed major most IP technology agreements with fortune 500 companies

PRESIDENT / CEO - SENIOR ANALYST,
TELECOM TALLY, INC.

Jan 1998 - June 2001

- Analyzed and reported on technology driven products, including:
 - digital local loop equipment,
 - cordless phones,
 - multifunctional peripherals.
- Developed over 20 new clients
- Published monthly reports and newsletters
- Owned company
- Invited participant in technology conferences in the US and Japan

VICE PRESIDENT - SENIOR ANALYST,
VISIONQUEST 2000, INC.

April, 1995 to Dec 1997

- Analyzed and reported on technology driven products, including:
- Developed over 15 new domestic and international clients
- Published monthly reports and newsletters
- Developed Far East representative organization
- Supervised the development of various software based production tools
- Negotiated agreements with other research companies for sharing data

DIRECTOR - ALLIANCE DEVELOPMENT,
ROCKWELL INTERNATIONAL, INC., Semiconductor Division
November 1994 to March, 1995

- Developed technology acquisition plans
- Identified target technologies and partners
- Negotiated terms for joint development projects in the areas of wireless communications, sound processing, video processing and semiconductor manufacturing technologies.
- Negotiated licensing rights for wide range of hardware and software technologies

DIRECTOR - ADVANCED COMMUNICATIONS PRODUCTS
ROCKWELL INTERNATIONAL INC., Digital Communications Division
January 1990 to November 1994

- Directed an internal start up business with responsibility for new signal processor based wireless and multimedia products.
Range of responsibilities included:
 - Business planning, product definition, product design and product marketing
- Managed major product introductions
 - First wireless product was introduced at the Tokyo Com show in early 1993 - Digital cellular phone chip set
 - Two additional products were introduced in November, 1993
 - Developed business plan for 900 MHz cordless phone chip set
- Supervised a staff of over 25 engineers and 4 marketing managers

DIRECTOR - MODEM MARKETING,
ROCKWELL INTERNATIONAL INC., Digital Communications Division
From January 1989 to January 1990

- Drove the fax and data modem sales
- Setting the stage for a sustained (5 year) AAGR of over 25%
- Defined new products and product marketing strategies including pricing
- Grew international sales with a heavy concentration on Japan
- Increased product line profitability
- Supervised Product Line Managers and Application Engineers

DIVISION MANAGER - INDUSTRIAL PRODUCTS,
SILICON GENERAL INC.

MANAGER: PRODUCT APPLICATIONS MARKETING,
ROCKWELL INTERNATIONAL, Semiconductor Products Division
From February 1979 to January 1984

June 1964 to February 1979 various research and consulting positions

EDUCATION:

BSEE University of Southern California, 1964
MA Claremont Graduate School, 1974

REFERENCES, SALARY HISTORY AND BIBLIOGRAPHY PROVIDED ON REQUEST: