

Nick Dutton

Overview I am experienced in global strategies, sales, marketing and management with notable success in building smaller companies up to become successful acquisition targets for larger industry leaders

Key experience in the Asian, European and American segments and across multiple vertical markets including telecom, consumer, automotive and toy markets.

A fully qualified engineer capable of delivering direct engineering input to all customer meetings thus giving a good and knowledgeable appearance of the company to the customer base while also generating meaningful feedback for the company.

Recent Experience



2011 – Present Microchip Technology Los Gatos, CA, USA.

Roving Networks™ Product Marketer (2011 – Present)

Microchip Technology Inc. is a leading provider of microcontroller and analog semiconductors, providing low-risk product development, lower total system cost and faster time to market for thousands of diverse customer applications worldwide. Headquartered in Chandler, Arizona, Microchip offers outstanding technical support along with dependable delivery and quality.

Microchip acquired Roving Networks where I stayed on with them in the Silicon Valley Los Gatos office as an interface for the Microchip sales team ensuring performance goals continue to be maintained. The role required business development skills, public speaking and sales team development.



Director, Technical Sales & Cust. Marketing (Period 2011 – 2012)
Manufacturers of standards based (Wi-Fi™ & BT) wireless modules and chipsets

Prior to Roving's acquisition by Microchip Technology I was responsible for growing the company from a small design-for-hire company to a standards based module company. Responsible for building the sales channel, rebranding the company and modernizing corporate procedures.



2003 – 2011 Silicon Labs Santa Clara, CA, USA.

EZRadio®/EZRadioPRO™ Product Manager (2003 – 2011)

Silicon Laboratories (NASDAQ: SLAB) is an industry leader in the innovation of high-performance, analog-intensive, mixed-signal ICs. Mixed-signal ICs enable the analog world we live in to interact with the digital world of computing.

Silicon Labs acquired Integration Associates where I stayed on with them in the Silicon Valley office as a product manager for the EZRadio/EZRadioPRO products for a further 3 years.



Director, Cust. Marketing & Bus. Dev. (Period 2003 – 2008)

Manufacturers of Mixed Signal, Analogue and RF IC's

Prior to Integration's acquisition by Silicon Laboratories, reporting directly to the CEO, I converted a small 70 person ASIC design company in to a 200 person+ standard products company. This role involved generating brand recognition and market presence, the most notable products included the award winning RF IC brand known as EZRadio® and EZRadioPRO™. The role required that I operate as the main corporate interface between sales/applications and engineering whilst also managing the off shore facilities. (Hungary, Portugal, UK and Hong Kong)

Longer Term	2002 – 2003	Silvaco	Santa Clara, CA, USA.
	Regional Sales Manager		
	<i>Manufacturers of Analogue EDA Tools</i>		
	1999 – 2002	Sensory Incorporated	Santa Clara, CA, USA.
	International Sales & Field Application Engineer		
	<i>Manufacturers of Low Cost Speech Recognition ICs and Embedded Software Solutions</i>		
	1997–1999	Sequoia Technology Limited	Reading, UK
	Field Applications Engineer and Product Marketing Executive		
	<i>Distributors of Niche Semiconductors</i>		
	1994–1995	Laboratoire IXL	Talence, FRANCE
	Researcher		
	1994	Oceantec	Liverpool, UK
	Engineer		

Education

1991 – 1996 Sheffield Hallam University Sheffield, UK

2 concurrent courses undertaken:

- ***Bachelor Degree (with honours):***
BEng (Hons.) Electronic Systems and Information Engineering
(Sandwich Course; Year Three spent in Bordeaux France)
- ***BTEC Higher National Diploma:***
Engineering (Electronic & Electrical)
Completed with fourteen merits and three distinctions, primarily in Power Electronics, Programming, Microelectronic Systems, Digital Communications, CAE, CAD, Control, and Project Work.

1989 - 1991 King George V College Southport, UK

King George V College
Scarisbrick New Road, Southport, MERSEYSIDE, UK.

A-Levels: Computer Studies, Maths (Pure & Applied) & Physics (Syll. B)
G.C.S.E.: English
RSA: Computer Literacy & information Technology

1984 - 1989 Formby High School Formby, UK

Formby High School
Freshfield Road, Formby, MERSEYSIDE, UK.

G.C.S.E.:

CDT Technology, Computer Studies, Mathematics, Biology, Chemistry, English Lit., Geography, Physics, Oral Communications

Status

- European Passport Holder
- US Resident Alien (Green Card holder)
- US Certified Trusted Traveler with Global Entry

Interests

- Licensed private pilot and category 10 licensed skydiver
- Winter sport enthusiast (Ski and Board)
- Photography
- Advanced SCUBA diving with additional mixed gas, boat and wreck diving endorsements