

David B. Kinnear

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Summary

I am an experienced business executive focused on assisting small to mid-sized businesses (SMBs) by “Shaping the Corporate CultureSM” within their organizations. I have extensive and diverse experience with several of the world’s largest semiconductor manufacturers as well as CEO mentoring as a Vistage International, Inc. Group Chairman (formerly TEC International, Inc.).

*Corporate Governance *Business Ethics *Business Process Reengineering *Change Management

*dbkAssociates, Inc.*SM

2/2002 – PRESENT

Founder and CEO

In 2002 I established a California corporation providing corporate governance and change management consulting services. We focus on providing business development services to SMBs. Through my business network I was fortunate to attract industry leaders for a company advisory board as well as experienced individuals to provide additional consulting services to targeted clientele. In affiliation with Vistage International, Inc., (the world’s largest CEO membership organization) I work to improve the effectiveness and enhancing the lives of CEOs in the Orange County region. More information is available at our corporate web site: <http://dbkassociates.com>.

TOSHIBA AMERICA ELECTRONIC COMPONENTS

6/1991 – 2/2002

Director, Business Development, Systems IC Operations

8/99 – 2/02

Reported to Sr. VP of Systems IC Business Unit. Sr. Manager, Product Planning and Manager, Business Analysis reported to me. Responsible for the operation/business processes in this USD 500 MM/Yr. unit.

*Created a strategic plan to reduce transaction costs by USD 1.2 MM/year.

*Streamlined non-recurring engineering invoice process for cost avoidance, increased cash flow, and more effective planning group.

*Created new enhanced positions to retain employees (from 3 planners/Yr lost to 1 planner/Yr).

Sr. Manager, Business Development – Microprocessors

1/97 – 8/99

Reported to the Director, Business Development. Ten Staff Application Engineers and Business Development Engineers reported to me. Responsible for design-in, quotation, pricing, and delivery for this USD 25 MM/Yr. product line.

*Initiated the consolidation of Application Engineering and Business Development, reporting to me, to improve customer service and design-win success by 10%.

*Analyzed competitive Microprocessor/Microcontroller products achieving a goal to improve design-win success by 10 per year.

*Led publishing of “white papers” and “how to sell guides” showing competitive strengths of Toshiba product line.

Sr. Manager, Microcontroller/Microprocessor Application Engineering

2/96-1/97

Reported to the Director, Business Development. Five Senior and Staff Application Engineers reported to me. Responsible for design in, ROM Code tracking, technical brochures, and reference designs for this USD 25 MM/Yr. product line.

*Implemented inventory control procedures for Design Tool Products utilizing newly installed IT system resulting in improved quality in product delivered to customers.

*Created lease system for Design and Development tools to allow customers an inexpensive method of designing in Toshiba Microcontrollers, resulting in three additional design wins.

*Founding member of the EDN Embedded Microprocessor Benchmarking Consortium resulting in published/certified benchmarks for customer use and increasing market share.

Manager, Business Systems Planning 6/91 – 12/96

Reported to the Director of Sales and Marketing Support. Project leader on cross functional teams responsible for business process reengineering.

- *Developed a Global Customer Information system resulting in world wide coordination of global customer requirements and logistics.
- *Authored/presented management training materials for new processes to ensure effective use.
- *Project leader for the Marketing and Sales business requirements in a complete new installation of integrated order management, inventory, and warehousing IT system.

ADVANCED MICRODEVICES 6/1984 – 6/1991

Regional Sales Manager 1/88 – 6/91

Reported to the VP of Sales, Northeast. Senior Sales Engineers and Manufacturer’s Representatives reported to me. Responsible for all AMD products in Upstate New York.

- *Improved sales each year to defense contractors and increased design wins to commercial accounts, increasing revenues to the region by 15%.
- *Improved sales through distribution channel by creating strategic plan with the #2 distributor without losing focus of the #1 distributor.

District Sales Manager 6/84 – 1/88

Reported to the Regional Manager. Directed day to day sales activities of Manufacturer’s Representatives, Field Application Engineering, and Distributors (five direct reports).

- *Established first financially successful Microprocessor design-in commercial account in this region.

FAIRCHILD SEMICONDUCTOR 10/1981 – 6/1984

District Sales Manager 10/83 – 6/84

- *Established new office in Upstate New York focused on defense contractors.

Senior Sales Engineer 10/82 – 10/83

- *Responsible for design in of new logic product for defense applications in Upstate New York.

Sales Engineer 10/81 – 10/82

- *Established designs in defense contractors in Connecticut region.

UNITED TECHNOLOGIES, HAMILTON STANDARD DIVISION 6/1970 – 10/1981

Chief Buyer, Semiconductor Purchasing 10/78 – 10/81

- *Established vendors for 5 chip set custom Central Processing Unit.
- *Responsible for cost reduction and managing semiconductor purchasing team.

Project Engineering, Production Test/Design 6/70 – 10/78

- *Design and qualification of production test equipment for Jet Engine Digital Fuel Control (F15)
- *Design and installation of full authority analog Jet Engine Fuel Control for stationary power.

Education

Master of Business Administration - Western New England College, Springfield, MA
Bachelor of Science in Electrical Engineering - Western New England College, Springfield, MA

Affiliations

2/2004 – Present	Forum for Corporate Directors
6/2002 – Present	Association of Professional Consultants
4/2002 – Present	Rotary International – Irvine Spectrum Chapter
9/1967 – Present	Institute of Electrical and Electronics Engineers
6/2000 – Present	National Conference for Community and Justice
	Board member, Southern California Region