

10 Saunders Way,  
West Charleton  
Kingsbridge  
Devon TQ7 2BS

Tel:+44 (0) 7505 864869  
email: philip.parsons@freeuk.com

# Philip Parsons

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<b>Objective</b>	Having spent the last twenty years travelling the world and been made chronically ill as a result, I am looking for a new challenge that matches my skill set and is physically less demanding.		
<b>Experience</b>	1988-2008	Eltek Semiconductors	Dartmouth, Devon
	<b>Commercial Director (2001-2006)</b>		
	<ul style="list-style-type: none"><li>Initially recruited for a 6 month contract to assess the company's sales and marketing performance in a challenging market. Stayed in variety of roles (Sales Manager, Head of Marketing, and Export Marketing Manager) &amp; appointed to the Board in 2001. Was ill in 2005 and advised it was unlikely I could return to such a demanding role again. Left in 2008 when it was apparent that I was unable to return to a fulltime sales environment.</li><li>Doubled company sales, with significant increase in GPM</li><li>Negotiated supply contracts with major semiconductor manufacturers to ensure product obsolescence problems were mitigated for key customers. Including Intel Corporation, Cypress Semiconductor, Zilog Inc, and others.</li><li>Implemented new product offerings to meet customer demand. Including cost analysis and project management including all departments involved in a new product introduction.</li></ul>		
	1987-1988	Linear Technology Corporation	Uk
	<b>Field Sales Engineer</b>		
	<ul style="list-style-type: none"><li>New post in UK. Made redundant after decision to restructure the UK operation for the third time in less than a year</li></ul>		
	1987	GE/RCA Intersil	Camberley, Surrey
	<b>Product Marketing Engineer</b>		
	<ul style="list-style-type: none"><li>Responsible for all analogue products sold in N. Europe and South Africa.</li><li>Working with FSE's and distributors to introduce new products to the market.</li><li>Responsible for the largest Hi Rel order in the UK ever (for my product line). Awarded "Salesman of the month" by Corporate HQ in California.</li></ul>		
	1984-1987	Bourns Electronics Ltd	Hounslow, Middlesex
	<b>Product Specialist</b>		
	<ul style="list-style-type: none"><li>Initially responsible for technical support for the Precision Monolithics Inc. range of high performance analogue semiconductors. PMI was a 100% owned subsidiary of Bourns at the time.</li><li>Offered sales responsibility for the die products in UK &amp; Europe. Business increased to 17% of the total sales in the UK – larger than any of the sales areas in the country and the peak for the company as sales dropped after I left.</li></ul>		
<b>Education</b>	1976-1979	Manchester University	Manchester
	<ul style="list-style-type: none"><li>B Sc Liberal Studies In Science</li></ul>		
<b>Interests</b>	Computing, Music, Electronics, Reading, Politics.		
<b>Notes</b>	Married with 1 child		
	Clean Driving Licence		
	Happy to work as a contractor or part time as agreed.		

