

Philippe GUITTENY

Senior Product and Account Manager



Experienced Product Manager with the right mix of Business and Technology skills, cumulating 25 years work experience in start-ups and multinationals, including 8 years in UK.

Currently studying Machine Learning and Artificial Intelligence for creating innovative applications and products, I am looking for a new challenge within a technology company.

Max Skills



- Semiconductor ASIC, RISC CPU and IP Digital Design
- Architecture of Electronic Devices and Embedded SW
- Broadcast Digital TV and Conditional Access Security
- Machine learning and Artificial Intelligence

Technical Hard Skills



- Languages: VHDL, Verilog, C/C++/Python
- Various CAD tools for full Asic Design Flow
- Data Sourcing & Analysis (SQL, BigQuery, Pandas, Numpy)
- Data Visualization (Matplotlib, Seaborn)
- Machine and Deep Learning (Scikit-learn, TensorFlow Keras, NLP)
- ML Ops (Google Cloud, MLflow, FastAPI, Docker)

Core Activities Soft Skills



Product Definition, Ecosystem development, Revenue Opportunities, Business Model, Profit and Loss Analysis. Scrum methodology Customer Relationship, Persuasive, Responsible, Confident, Resilient, Fast learner, Strong Analytical, Problem Solving

Education



- Master's degree in Electronics and Computer science ESEO 1989-94
- Languages: French (native), English (TOEIC 2017: score 970)
- Tage Mage 2017 : Score 490
- Data Science, ML & AI 2022 : RNCP36129BC03 – Developer in Artificial Intelligence - Le Wagon Marseille

Companies Positions



Senior Product Account Manager

Work Experience

2007-2022 SmarDTV, La Ciotat, France: *Security modules and Set-Top-Boxes enabling Conditional PayTV access.*

Account Management of major European PayTV operators (Liberty Global, Vodafone, Canal+ France, HD+, Canal+ Poland, M7 Group, Telenet, beTV/VOO, Slovak Telekom, RCS)

- Translate customers' requirements into functional specification
- Product Lifecycle Management for continuity of Business
- Owner of product Portfolio representing 15Meuros annual sales
- Dashboard, Budget, Planning and risks KPI reporting
- Business Plan and margin analysis based on product cost, delivery incoterms and packaging options for Sales offering



Product Line Owner

Managed Product Roadmap, cost reduction & Lead-time

- TV Business development to enable emerging markets in Africa
- Marketing collaterals and sales tools for company Sales team
- Product Promotion at Worldwide Trade Shows

Chipset Product Manager

Specification of Custom Security Chipsets to create generic PayTV platforms for Conditional Access Vendors product lines

Also, defined IDTV companion chipset for TV Vendors

- Features definition working with TV manufacturers in Asia
- Contract closing with 3rd-party Silicon Design houses
- Elaborate Business plans to get Management buy-in
- Business with TV Vendors (Panasonic, Sharp etc...)



Field Application Manager

2004-2007 Tensilica Technology, Bracknell, UK *Configurable and Extensible Processors IP with fully automated tools chain generation*
Privately held Company from California –acquired by Cadence in 2013

- Deliver 100% successful pre-sales Technical Evaluations of Tensilica range of products for Large Semiconductor houses
- Fight competition (ARM, MIPS, ARC) for customers engagement
- Provide on Site Customer Training and Post-Sales support
- On-site Interaction with Marketing, Support and Engineering teams in Silicon Valley Headquarters to drive Sales Wins



Hardware designer and Program Manager

2000-2004 Cyberview Technology, London, UK *Next Generation Online Gaming equipment*. Cyberview became a public company in July 2005 and got acquired by IGT Group in 2007

- Integration of an ASIC device for a Scanner for lottery equipment
- Hardware and drivers for UK Bookmakers shops Gaming Machines
- Program Manager for manufacturing Slot Machines in Las Vegas



Senior ASIC designer

1998-2000 LSI Logic, Bracknell, UK. *Set Top Boxes division, designing SOC (system on a chip) for Digital TV*. LSI LOGIC employed around 5000 people. Got acquired by Avago Technologies in 2013

- Design Audio and Peripherals subsystems for Set Top Boxes ASIC
- Upgrade verification environment for design validation and regression testing



ASIC Designer and Software developer

1995-1998 ST Microelectronics, Grenoble, France. *Core division, designing chips for STB, DVD and Multimedia products*. STM is a Semiconductor Company employing 50000 people worldwide

- Design a Processor (MultiMedia DSP)
- Embedded software for Audio decoding and A/V synchronization

Personal Interest

- Former Basketball Player and Coach
- Various Sports playing: Tennis, Padel, Basket, Squash, Semi-marathon, Badminton
- Enjoy traveling worldwide and meeting other cultures
- President and founder of a non-profit organization related to international child adoption