

Frank-Autobiography.xls - Stage 0

Personal Life				Professional Life			
My Ancestors							
Grandparents							
Parents							
The Very Early Years – Oregon (1952-1960)							
Born in 1952, 2yr old sister							
Dad home from the war, artifical leg, stepped on mine							
Lived in rural town							
Dad Principle, Mom teacher same K-12 school							
Dad very ill with polio							
Enjoyed being a kid							
By 1960 -1 sister, 4 brothers							
The Early Years – Santa Ana/Garden Grove, CA (1960-1970)				The Early Years – Santa Ana/Garden Grove, CA (1960-1970)			
Santa Ana/Garden Grove - growing LA Suburb							
Town of 100k by 1960							
No Oregon relatives in the area - My Dad left Oregon to seek better employment							
Grade School							
Slow learner - loved science							
Teather Ball Champion							
Picked early for sports teams, fast, loved all sports							
Junior High School				Junior High School			
School Band				Basketball, Track Team Captain - 8th			
Excelled in football, basketball, track - hurdles/high jump				Band president 8th			
Used real estate flag pole as pole vault pole- almost impaled							
Average grades but enjoyed school				Paper Route - 3 routes shared with brother- 1.5 each			
Loved shop, PE, and Band				Yard work on weekends			
First fight stood up to bully - not bothered again							
1 acre ranch house learned house cleaning/ yard work							
Senior High School				Senior High School			
Grade Honor Roll every quarter 10, 11, 12				HS 4 yr Letterman			
Focused on 1 sport Diving even though Basket Ball coach wanted me				Diving Captian JR and SR yrs			
1st Coach Olympic Trials runner up - My first mentor				Band President JR and SR years			
Trained under Olympic Coaches				League champion JR & SR years			
Against the war and draft- student deferment				HS All American			
My college process							
Scholarship to Naval Academy - Did not go							
Family budget only allowed Jr. College							
Wanted to be a dentist - Jr College to boost math & science							

Frank-Autobiography.xls - Stage 0

Personal Life					Professional Life				
The College Years (1970-1977)					The College Years (1970-1977)				
Community College 1970-1973					Community College 1970-1973				
		Bone head all classe to build solid educational foundation					Two year league Champion 1 & 3 M		
		Had I tried to force myself through college level course - Drop OUT					Two year team Caption		
		Enjoyed School - Advanced quickly through advanced courses					Two year All American		
		Trained under Olympic Coaches					3rd place finish in State Finals		
		Red Shirt 1 year due to foot injury					Assistant pool manager		
							Youngest Pool Manager - 2 years		
							Managed rescue operations of seizure victim		
							-regonized by Fire Dept. Paramedics and City of cypress		
							- my team did what they were trained to do - news paper article		

Frank-Autobiography.xls - Stage 1

Personal Life					Professional Life				
1978-1979 Live Oak HS, Morgan Hill					1978-1979 Live Oak HS, Morgan Hill				
	Wife and I moved up from apt. to duplex					Shop Teacher			
	Enjoyed new personal freedom					Diving Coach - student won League, 3rd CIF			
1979-1982 Signetics - Technical Trainer					1979-1982 Signetics - Technical Trainer				
	Wife pregnant with our 1st					Enjoyed increases pay from the industry sector			
	Bought first house stretched - worried about yearly lay off					Developed CETA training program			
	New healthy Daughter very happy - changed family dynamics					Trained fab and test technicians			
						Trained sales and marketing people			
1982-1984 SEEQ - First Start up - Corp Traing Mgr					1982-1984 SEEQ - First Start up - Corp Traing Mgr				
	Relationship strained long work hours					Enjoyed the Fast paced start up			
	Enjoyed life with a daughter					Did not like the uncertainty			
	Wife pregnant with 2nd child					Worked many long hours for the stock pay off			
	Son born premie - very sick 3 months in & out of hospital					Still working too hard not sure of pay off			
	Major Family strain					Met with Dan McCranie to transfer to marketing - SEEQ unraveling			
						Needed to look for new work			
1984 - 1995 - Returned to Philips Semi - Various Roles					1984 - 1995 - Returned to Philips Semi - Various Roles				
	Took position more pay less hours - better for family					1984-1985 - Distribution New Biz Dev. Mgr			
	Family life strained on & off					1985-1990 - MARCOM Manager			
	Loved the kids and being a father					Boss great mentor, learned PR Advertising, merchandizing, USP's			
	Kids loved working, playing, taking risks next to their dad					My boss viewed and relied on me as the technical translator			
						Boss encouraged me to get master degree			
	1989 MBA in Business Management					1990-1992 - Marketing Engineer Prgm Logic			
						Market introduction of 7.5ns PAL			
						1992-1995 - Strategic Product Marketing Manager (Disk Drives)			
						Strong technical skill set for new product development			
						Introduced preamps, read channels, logic, pwr products			
						Signal chain analysis			
						Loved the job until products started to miss schedules			
						Assigned by VP to represent group on "pull forward pgm"			
						enjoyed this/but a scam			
						New education format to increase success in prod. Intros			

Frank-Autobiography.xls - Stage 1

Personal Life					Professional Life				
1995-1999 - National Semi - Marketing /Sales					1995-1999 - National Semi - Marketing /Sales				
	Daughter off to college					1995-1997 - Recruited to New Biz Dev Mgr Disk drive Products			
	Mom and I strained					Developed 8 NPR plans			
	Separated /Divorced					Very happy doing this work			
	Difficult on children					Company canceled funding on new prod dev.			
	Son lived with Mom- close to school vs 15miles away					Asked to transfer to sales			
	Missed Daughter and Son					1997 - Transferred to Sales			
						1998 - Sales man of the year - \$100M in revenue business			
1999-2002- Analog Devices - DSM and regional Sales MGR					1999-2002- Analog Devices - DSM and regional Sales MGR				
	Single Man					Developed positive relationship with Sr. Managers @ Disti Partners			
						Drove \$80m in revenue			
						Managed 2 college hires to win designs at ket Disti OEMs			
						Several DSP design wins			
						Promoted to Regional Sales Manager			
						Developed Biz plan to drive revenue and market share growth			
						Grew territory to \$150M			
						Left ADI due to Sales support issues			
2002-2003 Xicor Director of Sales					2002-2003 Xicor Director of Sales				
	Dating Suzann					Took charge of underperforming territory			
						Changed MFG Rep			
						Reassigned territory, customer and product focus			
						Doubled the revenue in 6 months (following year design wins 4x revenue)			
						Strong negotiations with Cisco, Juniper, Apple - could not land big Kahuna			
						Xicor product failures, caused customers to lose confidence in EEPROM			
						ON Semi planned to buy Xicor			

Frank-Autobiography.xls - Stage 2

Personal Life					Professional Life				
2003-2008 - ON Semiconductor - Various Roles					2003-2008 - ON Semiconductor - Various Roles				
	2005	Married	Suzann			2003-2007	- EMSI Global Account Manager		
		Sold 2	houses				Demonstrated Skill set to manage SSCI		
		Bought	our House				Asked to take more responsibility Benchmark		
		Combined	family of grown children				Technical lead for ODM model		
		Stressful	but happy	time		2007	- Proposal for Director of Design services		
							Mgmt like proposal, but in a funding crisis		
						2007	Asked to be Dir of Sales for the Bay area		
							Declined did not trust new boss or strategy		
						2007	asked to lead the sales in the Bay until a director is identified		
							asked to develop clocking strategy for networking companies		
							prove new biz success a stepping stone for Dir of Design Services		
						2008 Laid Off -			
2008 - Present - Job Search - Consultant DBM					2008 - Present - Job Search - Consultant DBM				
		Difficult Transition							
		Thought	I had PLAN B's to carry me through - not the case				Developing strategies to help displaced workers		
							Developed and managing Renewable Energy/Energy SIG		
							Focus on "Clean" Energy Space		