

Contact

6023150026 (Mobile)
jedmike@gmail.com

www.linkedin.com/in/
michaeljedrzejewski (LinkedIn)

Top Skills

Global Business Development
Technical Marketing
Sales Management

Michael Jedrzejewski

Principal Consultant: Customer Centric, Technical Sales and Marketing
Oviedo, Florida

Summary

Current and previous positions:

Principal Consultant

Vice President, Geographic Sales

Senior Director, Marketing

Senior Director, Field Applications

Senior Director, Field Marketing

Extensive leadership experience in customer facing sales and marketing environments, specifically in , Marketing, Field Applications, Field Marketing and Sales Management.

Proven success at organizing and staffing teams in Asia, Americas and Europe.

Experienced executive staff member, proficient at leading cross functional teams to accomplish corporate objectives.

Specialties: Creating, staffing and managing large, global organizations. Extensive expertise in all aspects of the Technical Sales Process. Experience in Sales Operations.

Experience

C.T.C consulting services -JedTwice, LLC

Principal Consultant

January 2014 - Present

Scottsdale, Arizona

Extensive leadership experience in customer facing sales and marketing environments encompassing Technical Marketing, Applications, Product Definition and Sales Management.

Services Offered

Market requirement research and analysis

Competitive technology research and analysis

Go to market requirements and tools definition

Extensive experience in:

Embedded applications, technologies and markets.

IoT

Industrial

Consumer

Wireless

Automotive

Medical

Market requirement/Product requirement development

Atmel Corporation

Senior Director, WW MCU Business Development- Field Marketing

April 2010 - January 2014 (3 years 10 months)

San Jose, California

I manage a Global Team of Field marketing engineers identifying and developing differentiated solutions in multiple market segments. RF, Audio, Sensor, Solid state Lighting, Appliances and Battery Management are some of the segments my teams currently support. We are focused primarily on Embedded Control system solutions, utilizing proprietary AVR® and industry standard ARM® cores concurrently with custom Si.

Atmel

Senior Director, Global Field Applications

April 2010 - April 2011 (1 year 1 month)

Managed the WW Field Applications team of 100+ FAEs.

Baselined the minimum skillset necessary for FAE success with Atmel's productline. Developed pipeline reporting and metrics. Organized and conducted the 2011 WW FAE training meeting.

GainSpan

Vlce President, Americas Sales

June 2009 - April 2010 (11 months)

Drove design win and revenue growth for GainSpan in North America.

GainSpan is a startup company developing products for low power embbed WiFi applications.

IP Group

Vice President, Electronics Channel

January 2009 - June 2009 (6 months)

Provided Semiconductor sales and market consulting services.

Zilog

Director, Global Technical Sales, Asia Sales

October 2007 - January 2009 (1 year 4 months)

In dual roles, managed Zilog's WW Field Applications team, and managed Zilog's Asia Sales force.

Freescale Semiconductor, Inc.

Sr. Director Field Technical Marketing

2004 - 2007 (3 years)

Organized and staffed a 40 person Go To Market team for the TSPG division of Freescale. This team included Field Marketing, and a Guadalajara based applications engineering group. Responsible to drive existing products into new markets. Research and document new market opportunities. Provide customer input into the NPI process.

Microchip Technology

Director WW Field and Corporate Applications Engineering

1990 - 2004 (14 years)

Managed Microchip's WW Field Applications team of 125 engineers doing pre and post sales technical support. I was also responsible for the 40 person WW Corporate Applications group which provided customer remote technical support. Provided Sales operations reporting on WW design activity and pipeline.

Zycad

Design Engineer

1989 - 1990 (1 year)

Digital Systems design. Hi speed logic, ASIC background.

Education

California State Polytechnic University-Pomona

BS, Electrical and Electronics Engineering · (1981 - 1985)

Grossmont College

AS · (1979 - 1981)