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387.201.9128  
Daniel Iliescu  
R&D and Product Development Manager  
White River Junction VT - Email me on Indeed: indeed.com/r/Daniel-Iliescu/35ec7d6392bbb3ec  
 Experienced materials scientist and R&D manager with a versatile multi-disciplinary skill set and a pragmatic customer-focused operational approach. Highly innovative and resourceful.  
 Led and directed the innovation R&D efforts of a high-tech materials company aimed at creating disruptive technologies and products.  
 Skilled in managing complex technical projects and driving the decision making process across several simultaneous projects. Strong ability to anticipate possible outcomes or roadblocks and create contingency plans to minimize project disruptions and ensure progress in a timely manner along the critical path.  
 Detail oriented. Data and pragmatic return-on-investment driven decision making process.  
 Managed complex projects involving large US and foreign companies legal firms (regulatory and intellectual property) regulatory governmental agencies universities consultants and suppliers.  
 Strong interpersonal skills honesty professional integrity and a pragmatic entrepreneurial mindset have allowed connecting effectively to both technical and business leaders and build strong long-lasting professional relationships.  
 Proven expertise in leading and enabling collaborative work and managing multi-disciplinary technical and non-technical personnel in a cross-functional environment. Built cross-functional relationships with technical and business leaders in large US and foreign companies with legal counsels scientists and regulatory personnel in governmental agencies military personnel universities national accredited certification laboratories etc.  
 Designed development plans and negotiated the technical and legal framework of joint experimental programs and development agreements with US and foreign companies.  
 Skilled in working interactively with customers to understand establish and prioritize requirements expectations and necessary resources. Collected the voice of customers and developed applications knowledge. Produced prototypes to demonstrate potential to interested customers (OEMs US military).  
 Promoted technologies to large companies in the US Germany Korea Japan India The Netherlands and Dubai. Led technical negotiations with a Mexico-based company for a $20M contract.  
 Worked extensively with Washington DC law firm on government regulatory issues approvals for large-scale manufacturing and import authorizations.  
 Worked closely with Boston-based law firm on issues related to Intellectual Property (IP) protection.  
 Strong advanced-mathematics and analytical skills.  
 Advanced computer skills. Programming experience.  
 Expert in statistical data analysis statistical process control and multi-variable experiment design and optimization using the statistical design of experiment methodology (DOE).  
 Lean Six Sigma Green Belt certified.  
 Kaizen continuous process improvement Lean process optimization 5S. Willing to relocate: Anywhere  
Authorized to work in the US for any employer  
WORK EXPERIENCE  
Technology Consultant  
US Naval Sea Systems Command (NAVSEA) - 2016 to Present  
   
 Partner with a CA-based company on a project for the US Naval Sea Systems Command (NAVSEA). Author of the experimental protocol for the validation of an on-board technology for arresting and securing fatigue cracks in structural elements.  
 Adviser for a nanomaterials company on the due diligence process for the purpose of acquisition/investment and IP acquisition/licensing.  
 Adviser for South African company on the sale of a US-based technology company. Responsible for generating interest in company's IP assets and for providing technical advice during the due diligence process. Consultant with international company on the emerging nanomaterials science and technologies.  
 Contractor performing mechanical testing on ceramic materials at low temperatures. Overseeing the design acquisition installation and qualification of high-value infrastructure and testing equipment.  
R&D Manager  
Seldon Technologies Inc - Windsor VT - September 2005 to December 2015  
Managed the company's innovation and R&D programs. Worked closely with customers to understand and prioritize requirements (technical cost manufacturing). Produced prototypes to demonstrate feasibility and potential. Promoted and demonstrated new applications and products to the US military and domestic and foreign OEMs and established joint development agreements or testing programs with the goal of bringing the technologies and products to the market.  
 Established strategic partnership with industry leaders in the US and overseas and negotiated joint testing plans and development agreements (legal framework scope procedure deliverables and schedules) alongside legal and members of the senior management team. Ensured that goals and deliverables were clearly defined especially in cases when broader competing interests needed to be taken into account.  
 Coordinated the development efforts in a cross-functional environment with stakeholders within the company and with commercial partners in the US Germany Korea Japan Mexico India The Netherlands and Dubai. Planned prioritized and executed the R&D and NPD projects to meet the company's strategic commercial goals and the customer's development cycles or delivery schedules. Worked daily alongside technical and non- technical personnel to provide leadership and hands-on problem-solving skills.  
 Responsible for developing the groundwork necessary for a full commercial launch for a nanomaterial- containing product including obtaining necessary government approvals for large-scale manufacturing setting up the supply chain and identifying developing and training contract manufacturers.  
 In charge of setting up the international supply chain and obtaining necessary government regulatory approvals and necessary import authorizations.  
 Promoted technology and products to key decision makers and was part of the team which closed a $20M contract with a Mexico-based company.  
 Advised by Washington DC law firm successfully lobbied government representatives to accept the terms submitted in applications for approval of large-scale manufacturing commercialization and imports.  
 Responsible for managing the intellectual property. Worked closely with Boston-based firm to develop protection strategies monitor competitive IP and identify business-critical jurisdictions for patent filing.  
 Interacted closely with the US Army Public Health Command the USAF Human Effectiveness Directorate and special operations community at Fort Bragg NC to capture and implement very specific functionalities and performance requirements for technologies sold to the US military.  
 Worked with Unilever (Mumbai India) to develop a technology for the chemical and microbiological purification of drinking water. Experience with the business and R&D culture in India.  
 Ensured that all R&D efforts activities and data were properly documented and reported to internal and external stakeholders. Tailored external reports mindful of possible competing interests and in accordance with the specific legal framework governing the agreements.  
 Authored high-quality scientific articles published in peer-reviewed journals reports to regulatory or funding agencies technical documents for intellectual property protection and reports on potential technological advantages in competing products and technologies.  
Consultant  
NASA Glenn Research Center - Cleveland OH - 2004 to 2005  
Consulted on high-velocity ballistic impact testing of the reinforced carbon heat shield panels on the leading edges of the orbiter's wings to determine cause of failure (Columbia Space Shuttle investigation). Responsible for producing and testing specialized high-velocity projectiles with specific structural properties.  
EDUCATION  
Ph.D. in Materials Science  
Dartmouth College Thayer School of Engineering 2001  
CERTIFICATIONS/LICENSES  
Lean Six Sigma Green Belt  
October 2016  
PATENTS  
- Hanover NH  
Electrodes and applications (#WO2013126840 A1)  
2013  
ADDITIONAL INFORMATION SKILLS AND CERTIFICATIONS  
 Expertise in materials science and mechanical engineering. Proficiency in the mechanical behavior of materials tri-axial mechanical testing structural design physical chemistry organic and inorganic chemistry microstructure and surface design and characterization carbon nanotubes carbon fibers plastics metal alloys.  
 Expert in using and customizing servo-hydraulic testing systems including multi-axial systems with independently controlled loading axes. Built custom data acquisition systems including sensors and transducers for testing systems.  
 Proficient in microstructure and surface characterization techniques using electron microscopy (SEM) EDS EDXA XPS EBSD Raman FTIR XRD. Also TGA BET DSC GC-MS UV-visible spectrophotometry laser particle size measurements computerized tomography.  
 Programming experience. Advanced computer skills. Proficient in SolidWorks 3D Design.  
 Strong advanced-mathematics and analytical skills.  
 Skilled in statistical data analysis statistical process control and statistical design of experiments for multi- variable process / product optimization (DOE).  
 Resourceful innovative and versatile with multi-disciplinary technical skill set.  
 Customer-focused with a pragmatic entrepreneurial mindset. Driven by the desire to create successful new business through innovative hands-on collaborative work.  
 Skilled in managing simultaneous complex multi-disciplinary projects involving scientific engineering business  
and legal groups in large companies. Pragmatic organized and detail oriented.  
 Ability to anticipate and prioritize possible outcomes and roadblocks and prepare and implement contingency plans to ensure progress along the critical path with minimal interruptions.  
 Skilled in leading technical and non-technical personnel with multi-disciplinary backgrounds in collaborative work in a cross-functional environment.  
 Practical experience interacting with legal firms on issues related to contracts and agreements scope and framework of joint testing and research programs regulatory and intellectual property corporate governance. Skilled in working with legal counsels to minimize expenses while maximizing the return.  
 Conducted frequent business development and technical sales activities in support of the larger sales team. Promoted technologies and products and conducted technical negotiations related to technology licensing and distribution A strong scientific background augmented by the ability to connect on a personal level to both technical and business leaders have enabled effective communications between groups and the development of long-lasting professional relationships.  
 Excellent proposal writing presentation and reporting skills.  
 Experience with SalesForce CRM software.  
 Expert user of Base Camp software for collaborative work. Worked with on-site and off-site parties to generate updated contents and manage documents in real time.  
 Lean Six Sigma Green Belt certification.  
 Kaizen continuous improvement methodology.  
 Lean process optimization.