

Jim Barrilleaux

3600 Purple Heron Drive
Austin, Texas 78746

(512) 329-5462

jim ~ at ~ jimforhire . com
www.JimForHire.com

Seasoned professional with extensive experience in corporate education facilitation specific to semiconductor and electrical engineering, product management, semiconductor processing, product definition, business plans, marketing strategies, sales, customer relations, quality assurance and financial forecasts.

SKILLS

- Successfully completed PMP accreditation, Project Management Institute
- Extensive experience in Semiconductor IC processing, testing and management
- Experienced in Business Process Improvement methodologies for developing new service lines and solutions. Extensive experience with Six Sigma, SPC (Statistical Process Control), ISO 9000, and QSR (Quality System Review)
- Creation of training materials and presentations for customers and internal departments
- Able to translate customer needs into technical specifications for product development, marketing and training collateral
- Excellent communication and organizational skills
- Training and curriculum development and facilitation

CONSULTING, TRAINING & FACILITATION

Contracts with Texas A&M University, Motorola, Continental Automotive, PTI (Pinnacle Training), Dell and Mindavation.

- Project Management
- Statistics (SPC)
- Electronic Circuits
- Transistors
- Semiconductor Processing
- Epitaxial silicon
- SAP (software for customer management)
- Component Identification
- 8D problem solving
- Troubleshooting motor controllers
- Programmable logic controllers (PLC)
- Business Process Improvement (BPI)

SPECIAL ACHIEVEMENTS

- Recipient of the AlliedSignal Corporate Growth Award (1997)
- Recipient of the Motorola Engineering Excellence Award (1990)

WORK EXPERIENCE

Integrated Sales and Services, Austin, TX

September 2003 – Present

Business Owner

Provided consulting and sales development for semiconductor clients and semiconductor vendors Silecs, GLA Automation, Insight Analytical Labs, and Techcet. Facilitated scheduling of meetings with semiconductor organizations for vendor senior management to make introductions and expedite business relationships.

Dow Corning, Austin, TX (home based office)

July 2001 – September 2003

Account Manager (Eastern US & Canada)

Successfully managed territory to provide sales and support for semiconductor dielectric and polyimide materials. Maintained customer relations and prospected new customers, trained customers on new and existing products and forecasted economic growth for the semiconductor industry.

Integrated Sales and Services, Austin, TX

January 2000 – July 2001

Business Owner

Developed and conducted training classes in Statistical Process Control (SPC) and 8D Problem Solving for Motorola and DELL. Owned and operated Integrated Sales & Service to maintain business relationships representing GL Automation for sales of wafer handling equipment.

AlliedSignal, Austin TX (home based office)

October 1995 – December 1999

Account Manager (Texas, Colorado, Idaho, Utah, Phoenix & Canada)

Responsibilities included accurate forecasting of accounts and economic growth of the semiconductor industry, building and maintaining key customer relationships and developing new business. Instructed and trained customers on proper use of materials, new and existing products. Worked closely with R&D groups and process development engineers to demonstrate new products to prospective and existing clients. Instrumental in securing demos and evaluations of Electron Vision equipment purchased by AlliedSignal in 1999.

Motorola, Austin, TX (Austin, TX)

May 1989 – October 1995

Process Engineer

Responsible for photolithography, poly and nitride etch, and metrology and the development and characterization of those processes.

Product Engineer

Worked on the development team responsible for customer interface and test software related to development of a custom 8-bit microcontroller for Apple Computer. Supported Product Engineering team and monitored product design activities.

Customer Support, Quality

Specialized in 16 and 32-bit microcontrollers for primarily for disc drive manufacturing clients maintaining customer relations and issue resolution. Proactively conducted and managed failure analysis for customer returns within the 16 and 32-bit client base. Frequent travel to client sites (worldwide) to assist with troubleshooting microcontroller systems. Successfully completed Quality Systems Review at Nippon Denso (Japan).

Lightwave, Mountain View, CA

February 1989 – May 1989

Manufacturing Engineer

Solely responsible for the development of existing IR lasers for research and educational applications. Responsibility related to internal product line (MISER) manufacturing line included running assembly, testing, burn-in, documentation, packaging and shipping of laser module products. Upon receipt of product, responsibilities included successful customer relationship management, support and troubleshooting.

Honeywell, Colorado Springs, CO

January 1987 – January 1989

Photolithography Engineer

Employed as an intern with Honeywell to defray college expenses as well as to gain valuable industry experience. Performed characterizations and maintained equipment within Photolithography, Metrology and Coat. Job duties included writing process specifications to government standards.

EDUCATION

Bachelors of Science in Electrical Engineering
University of Colorado, Colorado Springs, CO

August 1988

REFERENCES

Professional and Personal References available upon request