

MICHAEL M^cCARTHY

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OBJECTIVE

Manage development projects in the US and internationally enabling and energizing people to more fully enjoy life. Help develop better work environments, available water, electricity and telecommunications, and modern housing for people in small towns around the world. My experience with development projects and desire to build community, combined with skills developed over my career, will result in quality projects and a sense of accomplishment for all involved.

PROFESSIONAL EXPERIENCE

PRODUCT MARKETING MANAGER, 2003 – 2004 TELECOMMUNICATION SYSTEMS, INC. – Annapolis, MD

Responsible for marketing a \$25 million deployable communications systems product-line used by the US Government and Military Special Forces.

Selected Contributions:

- ✓ Drove up target-market product sales by 115% through supporting design projects and launching new products to market. (\$13 to \$28 million)
- ✓ Launched four new products to the US Military market space.

SALES & MARKETING EXECUTIVE, 1999 - 2003 TELECOMMUNICATION SYSTEMS, INC. – Annapolis, MD

Developed satellite and wireless infrastructure projects in Africa. Identified requirements, developed project proposals, and assisted in the financing arrangements for projects totaling \$28 million.

Selected Contributions:

- ✓ Developed and closed \$8 million Nigerian project as part of a US EXIM Bank Africa initiative.
- ✓ Developed a project plan for a \$25 million government telecommunications network in Equatorial Guinea.

DIRECTOR OF MARKETING, 1995 – 1999 GEOPHONE, LLC – Annapolis, MD

On president's staff; developed and directed the implementation of start-up company marketing, sales strategies and plans. Responsible for worldwide marketing and business development of telecommunication networks.

Selected Contributions:

- ✓ Key member of start-up company team contributing to the overall business plans of the company.

INTERNATIONAL SALES & MARKETING MANAGER 1989 – 1995 ELECTRONIC SPACE SYSTEMS CORP. – Concord, MA

Managed international trading partners in Latin America and Asia, promoting company's products and services to quota attainment.

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Professional Experience Continued

Selected Contribution:

- ✓ Launched new LandSat deployable data acquisition terminal product concept
- ✓ Major international sales to Brazilian Air Force, Argentine Air Force, & Taiwan Air Force
- ✓ Won a major radar-subsystem contract in Japan against Mitsubishi.

SALES ENGINEER, 1985 – 1989

LAMBDA ELECTRONICS, INC. – Melville, NY

Provided technical sales and customer support for the New England regional sales office.

Selected Contribution:

- ✓ Grew sales to 2nd largest sales territory in two years.

KEY ACCOUNT SALES REPRESENTATIVE, 1981 – 1985

RAY PERRON & CO. INC. – Needham Heights, MA

Promoted technical products for an independent sales agency to large computer companies in the New England area.

Selected Contribution:

- ✓ Designed in major OEM at Data General for 85% of the applicable purchase requirements.
- ✓ Designed in OEM power supply and rotary switch for a key Digital Equipment Corp. product.

ENGINEERING SUPERVISOR, 1979 – 1981

SIMPLEX TIME RECORDER CO., INC. – Gardner, MA

Developed and supervised a technical department responsible for engineering, manufacturing and purchasing support functions.

Selected Contribution:

- ✓ Designed new manuals for component specifications and implemented new procedures for use of components in company system designs.
- ✓ Developed and installed a streamlined material review board procedure for disposition of non-conforming purchased components, subassemblies and materials.

EDUCATION & CREDENTIALS

Master Degree of Business Administration, 1983 • Anna Maria College – Paxton, MA

Bachelor Degree of Electrical Engineering, 1979 • University of Maine – Orono, ME