

Alan D. Black

Sales Management / Business Development

Specialties: Sales, Sales and Marketing, Business Development in Machine Vision, Scientific Imaging, Image Processing, Government, Transportation, Military, Video Surveillance, CCTV, Public Safety as well as Prepress, Web Inspection, Multi-spectral Imaging, , Ferrous & Non-Ferrous Foundry, Rapid Prototyping, 3D Image Processing, CAD, CAM.

Experienced and driven in tough markets, new product concepts , complex sales, and turnaround situations. Seeking opportunities with organizations that have high standards, offers challenges, growth and innovation. I am interested in offering my experience and skills in an organization that offers world class technology and has an understanding of the importance of well planned product development driven by a comprehensive marketing strategy.

Experience

2005 to Present **Cohu Electronics** Silicon Valley

Sales Manager, N. Calif./Northwestern US

Currently a top performing Account Manager, selling camera, analytics and optical technology into Transportation, Homeland Security, Scientific, Machine Vision and Industrial Automation Markets with this premier CCTV Camera manufacturer. Successful development of new OEM opportunities in the Bio-Tech, Medical Equipment and Semiconductor areas, while expanding our presence in Military, Transportation and Surveillance Markets. Has met and exceeded quota every year, largest volume of sales 2014. Received "Most New Customers Award" first year in 2005, "Sales Manager of the Year" Award for 2006, 2009 and 2011.

2003-2005 **Euresys Inc.** Silicon Valley

Sales Manager Western US

Responsible for direct sales as well as channel management in the western half of the US. Canada and Mexico for video frame grabbers and acquisition hardware for CCTV, security, surveillance, video analytics, biometric, industrial, medical, document as well as entertainment markets. Successful sales record in Security and Industrial markets. Shortly after I was hired the US President of Euresys resigned in a dispute with the parent company. New management from Europe wished to change the compensation plan eliminating commissions, as a result I accepted a position at another firm.

2001-2004 1991-1995 **Datacube** Silicon Valley

Sales Manager Western US

1991 – 1995

Revitalized Datacube's high performance pipeline image processing board and systems sales in a territory that was dependent on the declining military and aerospace market. While maintaining market share in the existing military and video analytics market, developed a new customer base in the industrial automation, semiconductor, medical, wood and pulp, biotech and motion picture special effects business areas including several 3D machine vision projects. Success in the territory served to expand the office twice during my tenure.

2001-2004

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Returned to Datacube to assist in the introduction of the MaxRevolution product in the western half of the US and Canada. Datacube has a long history in the military, surveillance, reconnaissance, video analytics machine vision, biotech, medical and entertainment industries for high performance geometric and radiometric processing of video and satellite imagery for 2D and 3D tracking, recognition, measurement and enhancement. The MaxRevolution product continued Datacube's pipeline processing expertise on this new product based on the Xilinx Vertex family of FPGA technology. Although I was able to book significant business, Datacube was unable to meet shipping deadlines and provide timely support, I moved on to work with the former Datacube Sales and Marketing Director at Euresys Inc.

1998-2001

RVSI Acuity CiMatrix

Silicon Valley

Sales Manager Western US

Supervised and expanded a sales and support staff to 12 people in five offices. Responsible for the direct sales operation in Western US, Canada, Mexico and South America, for the Acuity, Cimatrix and AutoImageID divisions of RVSI. Primary markets were machine vision and auto ID markets using board and module based machine vision processors as well as camera and laser based Datamatrix and high end fixed and handheld Barcode scanners. Focus was on the OEM and volume end user business in the semiconductor, pharmaceutical, packaging, automotive and aerospace markets. Sales in 2000 exceeded any previous record for the territory.

1996 -1998

Sumitomo Metals

Silicon Valley

Sales and Marketing Manager US

Developed and implemented the sales and marketing plan for SMI's new and unique family of ASIC devices for the multimedia, machine vision, video analytics, security and document image processing markets. Opened SMI's sales office in Silicon Valley expanding to a staff of five. Working with graphic designers, ad agencies and publications developed marketing and advertising materials, market strategies for each vertical market. Developed and managed channels for US and Canada and Europe the decline in the Japanese economy led to the sale of this division and closure of the US sales operation.

1995-1996

Logical Vision

Vancouver, BC

Sales and Marketing VP

Developed successful sales and marketing plan for this six-person GUI based Image Processing/ video analytics software startup. Negotiated development agreements with the majority of the industry's hardware vendors. Set up and managed a channel of 54 distributors and reps. worldwide within six months. Successful effort bootstrapped LVI into profitability in the first year. LVI was subsequently purchased by Coreco now Dalsa.

1987-1990

DuPont Lightspeed

Los Angeles, CA

Product Engineer / Sales Engineer

Starting as a consultant in product development and support of Lightspeed's early UNIX based systems on the DEC and SUN. Highly technical position covered the western region of North America and Canada with three generations of digital color pre-press design and pagination systems. Eventually was responsible for managing most major publishing and graphic design accounts in the west and mid-western regions.

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1984-1986

Santa Monica, CA

International Imaging Systems

Sales Manager Southwestern US

Responsible for Image processing systems sales in the western third of the US and Canada. Developed a strong presence in the research, government geophysical and aerospace communities. Exceeded sales quotas each year for this leading image processing systems and software company. Securing major projects with NASA, JPL, LLNL, NOAA and other scientific and research institutions led to a promotion to Western Regional Manager in 1985

1982-1984

Pasadena, CA

3M Comtal

Product Manager / Applications Engineer

Initially started as an applications engineer. Responsible for defining configuration as well as systems integration of large digital image processing and video analytics workstations and facilities. Successful projects include "GITTS" (\$10M military reconnaissance imaging system), WIPS, (Weather Image Processing System for the NWS), "Elizabeth" (The first interactive cosmetic imaging system) Provided image exploitation training to military and intelligence users on digital processing of surveillance and satellite imagery. Success in this highly visible position resulted in a promotion to Product Manager in Comtal's primary markets areas of Military, Aerospace and Geosciences.

1980-1982

Hawthorne, CA

Northrop Aircraft

Sr. Analyst / Software Engineer

Started as a Software Engineer specializing in machine and assembly coding. Projects included writing 2900 bit slice micro-code cross-assemblers in IBM 360 assembly language and writing drivers for new vector and raster based display technologies. Promoted to Sr. Analyst supporting the 3D CAD applications development team. Member of the Northrop "Tiger Team". Taught assembly language class at the Northrop Tech Center.

Concurrent projects/Companies

Digital Arts Foundry / Owner

Los Osos, CA. 2012 to Present

Using 2D and 3D datasets to generate high quality metal castings. Using additive and subtractive processes to create masters and patterns for investment castings in a variety of non-ferrous and ferrous alloys. Focus is on innovative original product designs and concepts along with collaborative projects. Targeting the functional and industrial art markets.

San Martin Casting and Foundry / Owner

San Martin, CA 1996 to 2010

Specialty casting and foundry and pattern making service focusing on small run, one-off, prototype, repair and restoration markets serving over a thousand customers worldwide and spanning fifteen years. Operating both induction and gas melting furnaces and using investment and sand molding to provide castings for oil companies, robotics, food machine manufacturers, agricultural equipment, museums, antique restoration companies, architectural restoration projects and collectors. Customers included Universal Studios, Shell Oil, Lodi Foundry, American Casting and The Scottish Castle Association, Jay Leno, Otis Chandler, University of California and many others.

San Martin County Water District / President, Board Chair

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San Martin, CA 1996-2004

Joined the board on this failing Water District, it was in default with a \$1.1M bond, being sued by a number of contractors, the main well was not operational, the ownership of the primary water main servicing the town was disputed by an adjacent municipal water utility and the board had just suffered a recall. They owed the county treasury nearly \$100K in unpaid warrants. In the seven years I managed the board we settled with all the contractors, we brought up the entire system of wells, added backup water systems, fought and won our disputed water main before the PUC, had \$300K of rainy day funds for repairs and upgrades and caught up with our bond.

Education

Northrop University

Computer Science/Software Engineering

Los Angeles, CA

Stanford Center for Professional Development

Entrepreneurship /Entrepreneurial Engineering/Cloud Computing

Stanford, CA

Palomar College, Geology/Earth Science/General

San Marcos, CA

Institute for Energy Development, Exploration Geophysics

Houston, TX

College of the Desert, General Studies

Palm Desert, CA

References

References are available on request.