

Résumé

SUMMARY

Masters in Electrical Engineering; 11+ years industry experience in product line management, marketing, standards and R&D. Broad experience in consumer electronics, storage, semiconductor and networking industries. 4 years IEEE, OIF, Fibre Channel and industry MSA leadership experience. US, UK, Canada citizen.

EDUCATION

McGill University, Montréal, Canada: M.Eng (Thesis), 1998, B.Eng., 1996. 20 publications and proceedings.

EXPERIENCE

June 2008 – present: Director of Product Management, Light Blue Optics, Colorado Springs, CO

Tactical, strategic and technical marketing for pico projector products for consumer and industrial applications.

- Leadership through steering of product specifications and roadmap to match and target healthy markets and business-to-business applications.
- Customer- and engineering-facing role with creation of Market Requirements, Product Requirements Documents and specifications as output.
- Targeting market segments to enable near term revenue.

September 2005 – June 2008: Product Line Manager, Consumer Solutions, Seagate, Longmont, CO

Tactical and strategic marketing for consumer electronics hard disks for digital video recorder and gaming console applications.

- Directly manage profit and loss, revenue plan for \$500M+ revenue product line.
- Responsibilities include market requirements definition for products, roadmap steering, collateral preparation and tradeshow participation.
- Support for Asia-Pacific, Europe and top Americas customers including design reviews and roadmap discussions.
- Interface directly with engineering (internal), customers (OEMs), service providers and ODMs to guide product development and roadmap steering.
- Manage Program Manager (1 person).

May 2004 – April 2005: Senior Marketing Manager, Video BU, ICS (now IDT), San Jose, CA

Strategic marketing and product definition for video ASICs for television and other consumer applications.

- Performed business case and technical due diligence on potential acquisition targets in the US, Taiwan and Korea and managed logistics of IP and personnel transfer to ICS. Prepared detailed reports on technical and financial merits and liabilities of each target to ICS board of directors, advised on purchase price and gave recommendation for the chosen \$25M target.
- Video business unit (result of acquisition) responsibilities included definition of video portfolio: HDMI, DVI, HDCP, ADCs, Sync Separators and related front-end video products.
- Directly supported Asia-Pacific customers and companies through frequent visits to management, purchasing and engineering contacts at these customers.

David Kabal
303-547-0750

January 2003 – May 2004: Strategic Marketing Manager, MicroClock BU, ICS (now IDT), San Jose, CA

Strategic marketing and product definition for communications and consumer clock generators and analog-to-digital converters (ADCs).

- Grew communications and video clock generator business from \$1m to \$7m+ per year.
- Responsible for marketing and applications support for communications products including Fibre Channel, SONET and Ethernet clock de jitter, generation and frequency translation devices.
- Manage two employees for communications clock generator applications support and ADC product support.
- Developed all external and internal software tools and collateral for customer support.

October 2000 – December 2002: Senior Technology Planner, Picolight (now JDSU), Boulder, CO

Strategic marketing, product planning and definition for new transceiver modules. Product line manager for 10 Gigabit/s transceiver modules.

- Product definition and strategic marketing for 10G transceiver modules for Fibre Channel, SONET & Ethernet.
- Standards and multisource agreement (MSA) leader: developed standards and MSAs aligned with Picolight products and technology. Standards included storage Fibre Channel, Ethernet and SONET.
- Project leader for smart SFP product.
- Editor of IEEE 10G Ethernet standard, physical interfaces section (optical), author of XPAK, SNAP12 MSAs, representative for IEEE-SA, OIF, XFP, XENPAK, Fibre Channel.

March 2000 – September 2000: Photonics Engineer, Nortel, Ottawa, Canada

10 Gigabit Ethernet and OC192c optoelectronic interface and system architecture for MAN products.

- Project leader: New product introduction of OC192c ports for OPTera products.
- Standards participation to forward Nortel goals for 10 Gbit/s convergence in 10GE (WAN PHY support for SONET compatibility).

September 1997 – March 2000: Member of Scientific Staff, Nortel, Ottawa, Canada

High-speed electrical and optical network element architecture and design, including project management, contracting and manufacturing interface.

- Project leader and lead architect for advanced concept vehicle (prototype) system designs.
 - Systems implementation experience included Gigabit Ethernet, 10 Gigabit Ethernet, Packet-over-SONET, advanced multi-gigahertz board design and substrates.
 - Architect, originator and project leader for world's first 10 Gigabit Ethernet NIC (64 bit PCI), running a custom LINUX driver and bandwidth demonstration (demonstrated to public May 2000).
- Schematic capture, layout, overall system design and architecture, manufacturing and project management.
- Completed Project Management and Leadership courses in PMI (Project Management Institute) curriculum.

TECHNICAL EXPERIENCE

Lab experience: Hands-on experience with equipment in an electrical engineering lab and photonics lab.

Web: Maintain own linux-based website (david.kabal.org) including PHP, MySQL, HTML, JavaScript elements. Wrote java applets for ICS website.

OTHER SKILLS

- Fluent oral and written English and French, some Spanish, German.
- Red-carded wildland firefighter and First Responder, Boulder County, Boulder Mountain FPD (www.bouldermountainfire.org).