

MONTE L. GILES

San Diego, CA

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MARKET STRATEGY – BUSINESS DEVELOPMENT

Visionary, results-oriented Technology Management, Sales and Marketing Executive with comprehensive skills and 12+ years of high tech experience. Strategic, critical thinker and planner with proven analytical, problem solving and creative solution implementation skills in business-critical environments. Strong communication, presentation and relationship-building skills at executive and engineering levels with experience managing F500 accounts, OEMs, and ISVs on behalf of Intel and Qualcomm. Fluent in Spanish with International experience in Spain & Latin America.

International Business • Strategic Planning • Entrepreneur • Business Plans • Product Launch
Market Positioning and Messaging • New Business Development • Technical Requirements
Business Requirements • Proposal Development • Presentations • Contract Negotiations
Client Relations • Technology Deployment • IT Strategy and Services • Mobility-Wireless

PROFESSIONAL EXPERIENCE

QUALCOMM CORPORATION, San Diego, CA

2008 - Present

World's leading provider of wireless chipset technology with \$11B annual sales

Manager, Business Development, 2008 - Present

- Leading Gobi™ F500 enterprise program which has resulted in great awareness and pull for Qualcomm's latest embedded 3G solution for laptops & netbooks
- Managing sales & market development activities with key PC OEMs and wireless operators
- Driving partnerships with software vendors for the Gobi™ platform
- Frequent speaker at industry events, sales training, and/or tradeshow

INTEL CORPORATION, Folsom, CA, Madrid, Spain, Austin, TX

2000 - 2008

International computer products and platforms firm with \$38 billion annual sales

Account Executive/Business Development, 2006-2008

- Expertise on IT strategy, PC/server architecture, high density data center, power-thermal, CFD analysis, virtualization, EA/SOA, mobility
- Led acquisition efforts at F500 companies in Houston, Dallas, Austin, and San Antonio, closing \$300k in Data Center Design services revenue
- Established, maintained, and influenced IT engineering and C-level relationships with F500 accounts, channel partners, and OEMs, resulting in increase in Intel architecture preference and pull-through sales of \$11M
- Asked to speak at industry events to influence IT strategy, thought leadership, and solutions for the digital enterprise

Field Application & Sales Engineer, 2004-2006

- Led account sales and design-in strategy for all wired and wireless communications silicon from Intel targeted for Dell servers, desktops, PDAs, and notebooks, resulting in \$212M annual revenue in 2005 and multiple Strategic Recognition Awards (SRAs) from the division

- Gathered engineering feedback for new designs and brokered agreements between executive management at Dell and Intel to design-in key features
- Drove key OEM platform requirements into Intel product definition

Product Marketing Engineer, Chipset Marketing 2002-2004

- Led market planning/analysis/research for wireless Digital Home strategy from concept to product launch resulting in \$2-3 ASP uplift on ICH6 chip
- Led full product lifecycle management such as Market Requirements Document (MRD), Product Requirements Document (PRD), SW/HW development milestones, and cross-divisional alignment within Wireless Products Division (WPD) and Desktop Platforms Group
- Make vs buy analysis, competitive analysis, product positioning and messaging, ecosystem alignment, go-to-market collateral and promotion, press release, executive briefings
- Led customer design win tour in APAC, North America, and the channel to evangelize new product offering

Application Engineer/Technical Marketing, 2001

- Selected for international assignment in Spain--large system integration project with AOL
- Provided on-site linux support, enterprise systems integration, software debug, customer feedback, and operations support for 1,200 node pilot which resulted in product acceptance and \$200M revenue to Intel
- Enabled ISVs with latest SW tools and compilers for optimizing code on x86 architecture

System Design Engineer, Chipset Validation 2000

- Designed, built, and validated the Rambus local memory test board for electrical validation; schematic capture and layout experience (ViewLogic & Allegro)
- Provided debug, troubleshooting, and root cause analysis for MCH/ICH system bringup
- Designed impedance matching network for electrically sensitive differential clock signals

PACIFIC BELL, San Francisco, California • 1999

Telecommunications provider, acquired by SBC, now AT&T

Software Engineer

Worked on the latest software release of ASR, which is Pacific Bell's main ordering system for CLEC's to request access to PacBell's network facilities (MVS/TSO experience). Trained in Digital Communications and Networking Foundations (OSI Model, TCP/IP, LAN/WAN topologies, Packet Switching, routers, multiplexing, interoffice facilities).

NMSU COMPUTING & NETWORKING, Las Cruces, New Mexico • 1996 - 1999

Computing & Telecommunications provider for New Mexico State University

IT System Administrator, Web Developer

Maintained 100+ UNIX (Solaris, Linux, HP-UX) servers and workstations, handling software and hardware installations, system integration, troubleshooting, and system diagnostics, all running on an Ethernet TCP/IP network. Wrote scripts in Shell, Perl, and cgi programming. Designed, developed, and maintained the web-page for the Vehicle Detector Clearinghouse which was used as a searchable catalogue and repository of information for the transportation industry.

EDUCATION

MBA, Marketing & Finance, Babson College, Boston, Massachusetts

BSEE, New Mexico State University, Las Cruces, New Mexico