

10 Saunders Way,
West Charleton
Kingsbridge
Devon TQ7 2BS

Tel:+44 (0) 7505 864869
email: philip.parsons@freeuk.com

Philip Parsons

Objective	Having spent the last twenty years travelling the world and been made chronically ill as a result, I am looking for a new challenge that matches my skill set and is physically less demanding.		
Experience	1988-2008	Eltek Semiconductors	Dartmouth, Devon
	Commercial Director (2001-2006)		
	<ul style="list-style-type: none">Initially recruited for a 6 month contract to assess the company's sales and marketing performance in a challenging market. Stayed in variety of roles (Sales Manager, Head of Marketing, and Export Marketing Manager) & appointed to the Board in 2001. Was ill in 2005 and advised it was unlikely I could return to such a demanding role again. Left in 2008 when it was apparent that I was unable to return to a fulltime sales environment.Doubled company sales, with significant increase in GPMNegotiated supply contracts with major semiconductor manufacturers to ensure product obsolescence problems were mitigated for key customers. Including Intel Corporation, Cypress Semiconductor, Zilog Inc, and others.Implemented new product offerings to meet customer demand. Including cost analysis and project management including all departments involved in a new product introduction.		
	1987-1988	Linear Technology Corporation	Uk
	Field Sales Engineer		
	<ul style="list-style-type: none">New post in UK. Made redundant after decision to restructure the UK operation for the third time in less than a year		
	1987	GE/RCA Intersil	Camberley, Surrey
	Product Marketing Engineer		
	<ul style="list-style-type: none">Responsible for all analogue products sold in N. Europe and South Africa.Working with FSE's and distributors to introduce new products to the market.Responsible for the largest Hi Rel order in the UK ever (for my product line). Awarded "Salesman of the month" by Corporate HQ in California.		
	1984-1987	Bourns Electronics Ltd	Hounslow, Middlesex
	Product Specialist		
	<ul style="list-style-type: none">Initially responsible for technical support for the Precision Monolithics Inc. range of high performance analogue semiconductors. PMI was a 100% owned subsidiary of Bourns at the time.Offered sales responsibility for the die products in UK & Europe. Business increased to 17% of the total sales in the UK – larger than any of the sales areas in the country and the peak for the company as sales dropped after I left.		
Education	1976-1979	Manchester University	Manchester
	<ul style="list-style-type: none">B Sc Liberal Studies In Science		
Interests	Computing, Music, Electronics, Reading, Politics.		
Notes	Married with 1 child		
	Clean Driving Licence		
	Happy to work as a contractor or part time as agreed.		

