

# JOHN A. TREZZA

19 Quail Court, Manalapan, NJ 07726

Cell: (603)321-9539 • e-mail: john@trezza.net • web:www.trezza.net

---

---

Hands-on, multi-discipline, entrepreneurially-minded executive with both broad and deep skills. Over 20 years of operating experience including 13 years at the President, Chief Executive Officer, and GM level. Expert at developing and executing strategies to drive aggressive growth, turn around struggling businesses, and enable new divisions or early-stage startups to “cross the chasm” into thriving businesses. Driven businesses to triple revenue while driving down cost-of-sales by 90%, transforming product portfolios and changing business models. Have led private equity financed companies as well as multiple stand-alone companies within larger organizations in technology, telecom, hardware, optics, electronics, and semiconductor for industrial, commercial, aerospace, and civil/defense sectors. Have raised substantial venture capital financing, built businesses and teams from the ground up, driven strategic partnerships and M&As (buy and sell side), and served on Board of Directors alongside top executives of other Fortune 500 companies. Diverse and extensive credentials: BSE, MSEE, and Ph.D in Engineering (Princeton & Stanford), Certified Public Accountant, and Registered Patent Agent with the US Patent and Trademark office (inventor on over 100 patents). In addition to President / CEO roles, have led R&D, product development, operations, and sales/business development. Hands-on, execution-focused management style with emphasis on building, coaching, and enabling agile, high-potential teams.

---

---

## EXPERIENCE

### Chief Strategist

#### **UTC Aerospace Systems**

**2016-**

UTC Aerospace Systems is a \$15B global aerospace and defense systems company. I am in charge of corporate strategy for this organization including the identification, analysis, and development of key incremental initiatives to drive profitable growth, new segment identification and penetration plans, key technology development, intellectual property exploitation, acquisition identification and capture, and portfolio management. I also am driving the annual strategic planning process including development of themes and focus areas for each segment of the business, and supporting United Technologies Board of Director reviews.

### CEO:

#### **Sensors Unlimited Princeton, NJ, Cloud Cap Technologies, Hood River, OR, N2 Imaging, Irvine CA**

#### **(GENERAL MANAGER—United Technologies)**

**2011-2016**

United Technologies is a global diversified company with over \$60 Billion in revenues. I led three dynamic technology companies acquired by United Technologies Corporation--now operating as subsidiaries with combined staff of approximately 300 employees. Full & separate P&L and operational responsibility at each business. These companies create personal and portable imaging systems for applications ranging from industrial manufacturing, commercial semiconductor, and agricultural inspection, to night vision equipment, to imaging and navigation systems for unmanned aerial vehicles (drones) for consumer, industrial, civil, and military applications.

- Simultaneously matured the business from a technology and prototype focus to volume product focus and redirected the product strategy from a component strategy toward a higher-value-add subsystem/system strategy. Reformulated the business plan and strategy of the organizations from niche markets to larger, established markets.
- Tripled revenue (from \$30M to over \$100M) with over \$200M in contract sales backlog—transforming the operations and the culture of the organization from an R&D / early adopter shop to a true customer-focused business. Persuading key, large customers; captured key flagship customers for new product launches.
- Drove product cost reductions of 90% across the portfolio to enable access to larger addressable markets while enabling direct margins over 75% and return-on-sales over 22%.
- Developed, led, and solidified key strategic partnerships (domestic and international) including: Best-pricint agreements, exclusive distributor agreements, Royalty agreements, product-line acquisitions, and corporate acquisitions. Currently spearheading multiple M&A opportunities to enhance my portfolio's technology, product, and distribution channels to enable the division to achive the strategic direction I set.
- Lead \$30M+ facility reolcation and expansion in both businesses to support growth while maintaining the entrepreneurial culture within these businesses.

---

**Director Manufacturing Engineering, R&D, and Product Development****Sensors Unlimited / Goodrich: Princeton, NJ****2008-2010**

Brought in to analyze the company's technology and to stabilize the company's technology, product development, and manufacturing in imaging sensor and camera development. Revamped the design and fabrication processes for the flagship component product lines. Led product development, R&D, and manufacturing. Was responsible for the creation and the transition to production of all the product lines. In addition I managed the external suppliers and subcontractors.

- Formulated and executed the company's technology and product line roadmap to position the company for future long-term growth. Rebuilt the organization to ensure skill mix met long-term objectives.
- Managed customer relationships on key customer wins and strategic supplier relationships. Drove interdivisional product development efforts in the image sensor market and drove the efforts to transition the company from 'camera' focused to 'customer solution' focused.
- Lead all the technical/ Engineering /Product development teams. This included: semiconductor device design and fabrication, integrated circuit design, optics, optoelectronics, camera/system, and PCB/electronics design and software groups.
- Established next generation product-line; optimized design to allow sufficient yield for viable business. Redeveloped company process flow in all steps to ensure manufacturability

**President / CTO / Board-of-Directors Member****Cubic Wafer (f.k.a., Xanoptix, Xan3D), Merrimack, NH****2000-2008**

Founded company to develop optics, optoelectronics, 3D integrated circuits, telecommunications equipment, semiconductor processes, and intellectual property serving multinational commercial telecom and datacom clients. Led all major internal functions. Analyzed market trends, established business strategy, conceived and managed business plan, product/technology roadmaps, program timelines, and manufacturing operations.

- Secured \$80M in initial and ongoing angel capital, venture capital, private equity, and corporate strategic funding. Nurtured ongoing shareholder relationships.
- Member of Board-of-Directors alongside former IBM CEO, as well as former heads of IBM Legal, IBM Research, and SVP of Analog Devices.
- Grew organization to 60 people. Directed engineering, manufacturing, business development, and finance. Led design/manufacturing product/process development, optimization, and documentation.
- Identified and spearheaded the acquisition of a competitor to expand company capability.
- Cultivated relationships with 30+ vendors to create, in 9 months, the company's foundational product which demonstrated 20x performance of competition.
- Negotiated technology licenses to tier-1 companies in the U.S. and in Asia including licenses tied to OEM, contract manufacturing, and joint-development programs.
- Forged strategic alliance, contract manufacturing, and OEM relationships with Global Fortune 500 companies. Saved \$20 Million by leveraging partners to effect a worldwide sales force.
- Established semiconductor clean-room, and system fabrication, test, and failure analysis facilities; established failure analysis (FMEA), statistical process control, design for manufacturability, and reliability and test programs. Oversaw implementation of production systems (QMS, ERP, EH&S, ECN, MRP).
- Led initiative for new unit focused on an intellectual property business model. Led effort to secure 100 U.S. and 30 international patents. Captured international commercial product and licensing design wins with customers in the U.S. and Asia.
- Efforts led to acquisition of the company.

**MANAGER ELECTRO-OPTICS & COMPUTING****Sanders A Lockheed-Martin Co., (now part of BAE), Nashua, NH****1996-2000**

Built a development unit within the Lockheed Microwave Electronics Center. Devised and managed detailed business and product strategies around commercial and military space and airborne infrared imagery, image signal processing, and target acquisition technologies. Directed technology development and drove business growth and management. Oversaw target market development, sales, and business development, technology development, and new market expansion opportunities.

- Launched business unit based on existing core technologies; assembled from the ground up a multi-disciplinary team and developed business from \$0M to \$20M with reputation for innovation.
- Generated 25 patents and spawned 2 spin-off companies.
- Created a variety of technologies for commercial and military markets including: thermal infrared focal plane arrays and camera systems, spatial light modulators, industrial laser printing modules, LED displays, optical memory, beamsteering systems, free space and fiber interconnects, pattern and image recognition, image processing, and object tracking systems.

**RESEARCH ASSOCIATE****Stanford University, Stanford, CA****1994-1996**

Coordinated team of 25 PhD candidates, post-doctorate students, and visiting scientists. Performed research in areas centered on electro-optical materials and devices. Oversaw semiconductor fabrication and testing as well as optical/optoelectronics laboratories.

- Published 25+ papers in peer-reviewed journals as well as chapter for NATO book.
- **Teaching Faculty:** Graduate level Electrical Engineering: Solid State Physics (including thermodynamics and quantum mechanics).

**EDUCATION AND PROFESSIONAL DESIGNATIONS****STANFORD UNIVERSITY, Stanford, California**

Thesis: Quantum Electronics, Device Physics, Materials, Optoelectronics

- **Ph.D.** – 1994 Electrical Engineering -- (ONR fellowship)
- **M.S.E.E.** – 1991 Electrical Engineering

**PRINCETON UNIVERSITY Princeton, New Jersey**

- **B.S.E., (*Summa cum Laude*),** – 1990 Electrical Engineering.

**Certified Public Accountant (CPA) (IL# 239018519)****U.S. Patent Bar, USPTO Agent Number 57138: (> 200 patents developed)****Inventor on 105 U.S. and 30 international patents.**

**PAPERS:** Over 60 including refereed papers, conference proceedings, and book chapters.