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HIGHLIGHTS

- Serial entrepreneur, with a proven record of innovation, business growth and successful exits.
- Most recently, repositioned an Embedded Security business to achieve 80% YOY growth, resulting in a successful exit with 4x return to investors.
- Extensive business, technology, and networking experience in the fields of Security, IOT, Wireless, Semiconductors, Consumer Electronics, Digital Signal Processing, Embedded Hardware and Software, Biotechnology, Image and Video Processing.
- A resourceful, results-oriented individual with a record of achievement in founding and growing technology businesses, defining strategic directions, developing partnerships & alliances, establishing, and managing sales teams and channels, product strategy, and marketing campaigns.
- Strong communicator with good interpersonal skills, equipped with experience to lead a team challenged with complex global business dynamics.
- Combination of technical and business skills - adept at identifying untapped opportunities, and creating and implementing novel strategic directions.

PROFESSIONAL EXPERIENCE

Advisory Board Member

Boreas Semiconductor (Bromont, QC)

2017 - Present

Empowering the Haptic revolution through low power Electronics.

Board Member

Tortuga Logic (San Diego, CA)

2015 - Present

Security Software and Tools - Software, design tools and services to identify security vulnerabilities in silicon design.

Advisory Board Member

UltraSOC (Cambridge, UK)

2015 - Present

Security IP – On-chip monitoring and analytics IP to implement hardware-based security measures.

Chief Executive & Board Member

ADS Biotec

2015 - Present

Biotec Instruments – Assisted in acquisition and management of a Biotec Instruments business with operations in USA and Europe.

President & CEO

Elliptic Technologies (acquired by Synopsys)

2011 - 2015

Embedded Security IP & Software Company targeting Semiconductors, IOT, Content Protection and Automotive.

- Repositioned the company with new product and market strategy, targeting high volume markets, resulting in 80% YOY revenue growth.
- Raised over \$4M in growth financing.
- Developed partnerships and strategic alliances with Tier-1 semiconductor and software companies including ARM, Synopsys, Cadence, Imagination & Xilinx.
- Drove new product and market strategy with focus on emerging high growth security markets including IOT, Content Protection and Automotive.
- Built sales & support teams in California, Korea and Japan, resulting in major design-wins with Tier-1 customers including Qualcomm, Broadcom, Samsung, LGE, Lenovo, NVIDIA etc.
- Negotiated a successful exit with Synopsys (NASDAQ: SNPS), resulting in a 4x return for the investors in less than two years.

Business & Technology Advisor

National Research Council – IRAP Program

2010 - 2011

Government of Canada enterprise, providing mentorship, business advice and funding to small and medium sized enterprise

- Managed a portfolio of around 20 small to medium sized technology companies.
- Acted as mentor to CEO's, providing strategic and business advice.
- Provided funds to multiple companies, with total investment of \$2M.

President, COO and EVP Marketing

Wavesat Inc. (acquired by Cavium)

2005 - 2010

Fabless Semiconductor Company developing 4G (LTE) Broadband Wireless chipsets and solutions.

- Initially hired as VP Marketing, and then promoted to President & COO half way through my tenure.
- Responsible for operations, business development, partnerships & strategic alliances, product management and marketing.
- Assisted in raising of \$12M funding round.
- Established partnerships and strategic alliances with Tier-1 semiconductor and RF companies including Broadcom, Intel, Freescale, ADI, TI and Atmel.

- Established and managed a product roadmap for LTE & WiMAX products.
- Active with major carriers – closed multi-million dollar development deals with SK Telecom in Korea and a major Japanese mobile operator.
- Assisted in design-wins with OEM's in North America, Europe and APAC.
- Established an off-shore development center in India with a staff of 20 engineers.
- Managed company's PR and Marketing Communication activities.
- Played a lead role in identifying and managing M&A opportunities.

VP Marketing & Business Development

Atsana Semiconductor (acquired by MtekVision - Korea)

2000 - 2005

Fabless Semiconductor Company developing multimedia processors, enabling video and imaging on next generation mobile wireless devices including mobile phones, PDA's and wireless cameras.

- Reporting to the CEO, responsible for business development, partnerships & strategic alliances, marketing, and lead customer program management.
- Established partnerships and strategic alliances with Tier-1 semiconductor and software companies including Broadcom, Intel, Sony, Agere, Qualcomm, ADI, Motorola, Infineon, and Siemens.
- Played a lead role in identifying and managing M&A opportunities.
- Penetrated large cellular phones and PDA customers in USA, Europe and Asia.
- Instrumental in design-wins with Asian and European tier one handset customer with annual sales volume of over US\$ 30M.
- Developed extensive engagements and contacts with consumer electronics OEMs and ODMs in Asia (Korea, Taiwan and China).
- Established and managed product road maps for the company, and managed product development through various phases.
- Managed company's PR and Marketing Communication activities.
- In the startup phase of the company, established and managed Sales Representative network in Europe and Asia.

Chief of Operations – VSG Business Unit

Coreco Inc. (Acquired by Dalsa)

1998 - 2000

Major supplier of embedded PC based imaging and video boards and software for machine vision, medical imaging, video transmission and security applications.

- Reporting to the CEO, headed the Ottawa based division of Coreco Inc., with full P&L responsibilities.
- Managed a team of 30 personnel including Engineering, Sales & Marketing and Administration.
- Successfully re-defined the business vision and strategic directions for the division, with focus on vertical market penetration.
- Directly involved in defining and championing new product developments, and managing the product life cycle.
- Developed alliances with strategic partners in North America, Europe and Japan.
- Design-wins with large OEM accounts in USA, Europe and Japan.

Founder and EVP Sales & Marketing

Dipix Technologies (Acquired by Coreco)

1991 - 1998

Design and manufacture embedded PC based imaging boards, software and systems for machine vision and industrial inspection.

- Co-founded the company and helped define its strategic directions.
- Participated in securing Venture Capital financing.
- Full P&L responsibility for the Vision Products Division.
- Managed an inter-departmental product development team, responsible for product innovation, development, marketing and sales.
- Responsible for establishing worldwide sales & marketing channels and managing the sales and marketing team.
- Successfully negotiated the sale of the Vision Products Division to Coreco Inc., a publicly traded company.

Founder & Managing Director

FIL Electronic GmbH, Stuttgart, Germany

1987 - 1990

Electronic & Semiconductor Distribution Company, representing major component manufacturers such as National Semiconductor, Motorola, Hitachi and OKI.

- Co-founded and managed an Electronic & Semiconductor Distribution company in Germany.
- Responsible for overall operations including sales, purchasing and finance.
- Developed and managed a sales force supplying primarily to the telecommunication sector in Germany, Benelux and Turkey.
- Grew annual sales from DM 1M to over DM 20M in three years.
- Successfully negotiated the sale of the business to a European partner.

Manager, Sales & Marketing

Dipix Systems Limited

1981 - 1986

Designed and manufactured large imaging systems for GIS and Satellite Image Processing.

- Managed the Sales & Marketing team at Dipix Systems.
- Grew annual sales from \$1M to over \$12M in the four year period.
- Responsible for penetrating large markets in Europe and Asia (especially China).
- Negotiated several major contracts (each over \$1.5M) for Dipix.
- Helped define new product directions.

EDUCATION & TRAINING

- BEng, Systems Design Engineering, University of Waterloo.
 - DSP, Image Processing, and Pattern Recognition.
- Languages: English, French, German, Hindi

1981

REFERENCES: Provided on request.