

JOSEPH J. BYRNE

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EXPERIENCE

2005-PRESENT

THE LINLEY GROUP

Mountain View, CA

SENIOR ANALYST

- Led development of methodology, software, and relational database for a market-share product covering communications ICs, resulting in a new product that sold well above forecast
- Led development and research of forecast report covering communications ICs, resulting in a new product that sold above forecast
- Provided marketing and strategy consulting to top-level executives at semiconductor companies, supporting investments and go/no-go decisions
- Principal researcher/author of 200-page reports on mobile TV, WiMAX, wireless handset, WLAN, broadband, and access NPU chips
- Sold sponsorships for seminar series

1996-2005

GARTNER (DATAQUEST)

San Jose, CA

1998-2005

PRINCIPAL ANALYST, SEMICONDUCTORS

- Advised startups, major IC suppliers, and investors on strategy, marketing, and investing
- Presented analysis before audiences of 3 to 300 people
- Led Gartner's coverage of wireless LAN ICs, digital camera ICs, and PC chipsets and graphics processors, putting Gartner "on the map" by researching and authoring detailed documents
- Led Gartner's coverage of wired communications (networking) semiconductors (2000-2002)
- Developed forecasts, performed scenario planning and competitive analysis
- Traveled to Asia and Europe to present findings to clients

1996-1998

SENIOR CONSULTANT, SEMICONDUCTOR PRACTICE

- Closed project sales to Global 500 and midsize companies, financial services firms, and others
- Managed and executed custom strategic marketing and market research projects
- Vetted business plans, enabling clients to make go/no-go decisions and attract investors

1995-1996

DELOITTE & TOUCHE CONSULTING GROUP

San Francisco, CA

- Managed RFP process for client's IT outsourcing project, leading to vendor selection
- Enhanced a cost model for a long-distance provider seeking entry into local service market

Summer 1995

GROWTH CAPITAL GROUP INTERNATIONAL

Gdansk, Poland

consulting firm specializing in preparing Polish companies for investment

- Managed investment plan development & co-developed financial model for busing company
- Edited business plan for software firm that led to investment of over \$1 million

Summer 1994

SPIRC (CATALYSTCONNECTION.ORG)

Pittsburgh, PA

non-profit consulting organization serving small and medium manufacturers

- Performed operations and IT consultations
- Organized training classes

1990-1993

SMOS SYSTEMS

San Jose, CA

- Analyzed, tested, and designed 32-bit RISC microprocessors as part of R&D engineering team
- Designed instruction fetch unit for MIPS microprocessor, achieved working first silicon

EDUCATION

1993-1995

THE UNIVERSITY OF MICHIGAN

Ann Arbor, MI

MASTER OF BUSINESS ADMINISTRATION (MBA), MAY 1995

- Graduated with High Distinction (top 10%)

1986-1990

DUKE UNIVERSITY

Durham, NC

BACHELOR OF SCIENCE IN ENGINEERING, MAY 1990

- Majors in electrical engineering and computer science
- Honors: Magna Cum Laude, Phi Beta Kappa, Tau Beta Pi, Phi Eta Sigma, Dean's List w/ Distinction
- Leadership roles: President, Photo Group; Photo Editor, DukEngineer; Treasurer, Phi Eta Sigma

ADDITIONAL

- Computer skills: Excel (guru), Word, PowerPoint, MySQL relational database, Visual Basic for Applications programming, Linux & MythTV (homebrew PVR) hobbyist
- Leadership experience: 2005, 2007 leader of local Catholic family service organization, Eagle Scout
- International: basic German and rudimentary Polish language skills