

# DAN JOHN

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*Drives engineering excellence and project success; catalyzes innovation, productivity, and optimization across multifaceted landscapes.*

## **Product Development & Innovation | Strategic Project Management | Quality Assurance & Compliance | Process Improvement**

Deploys comprehensive engineering expertise to guide product development and manufacturing. Executes complex engineering projects from conception to deployment, utilizing the latest technological innovations and methodologies. Utilizes strategic planning, resource allocation, project management, and quality assurance knowledge to develop innovative solutions. Fosters collaboration boosts team productivity and successfully delivers technical solutions that exceed customer and business expectations. Networks with cross-functional teams to boost project delivery; effectively communicates technical concepts to diverse stakeholders.

Budget & Cost Management  
Data Analysis & Monitoring  
Logistics & Resource Allocation

CAD/CAE Proficiency  
Database Management  
Software Development & Deployment

Cross-Functional Collaboration  
Team Leadership & Development  
Stakeholder Relationship Management

## **PROFESSIONAL SUMMARY**

### **Licensing Executive, Semco Insights**

2012 - 2023

Spearheaded the growth of intellectual property assets by strategically acquiring high-value patents in the semiconductor industry. Managed global licensing initiatives, conducting negotiations with industry leaders and supervising litigation across multiple jurisdictions. Optimized business outcomes by integrating business development with technical expertise, conducting comprehensive technical and financial research, and implementing effective licensing strategies. Successfully boosted revenue and company stock value through a robust licensing programs, strategic patent acquisitions, and insightful patent infringement analyses.

#### *Technical Leadership & Innovation*

- Diversified technology portfolio by innovating and developing a network-based storage solution; executed technical assessments, claim chart development, and prior art explorations in the high-tech sector.
- Enhanced team productivity and communication by implementing regular project meetings; improved collaboration across multiple teams; successfully grew the licensing business by hiring, training, and leading a team of dedicated engineers.
- Elevated intellectual property monetization strategy by identifying assets within diverse fields, including Microprocessors, Flash Memory, Chipsets, Storage Systems, and Power Management; utilized technical expertise to determine the patent market value.
- Bolstered patent acquisition and licensing efforts by conducting the litigation for a chipset portfolio concerning cache coherency issues in a multi-bus system; offered technical and business expertise, prepared claim charts, and dissected complex legal issues.

#### *Revenue Generation & Expansion*

- Worked with the executives to generate \$50M+ in revenue by building engineering, business development, and analytical teams, and managing patent assets effectively. Led the expansion of WiLAN's international reach by establishing the California office.
- Pioneered business development by strategically leveraging industry relationships to secure multiple portfolios, including 2 semiconductor portfolios focused on DRAM, NAND Flash, and packaging/process, which significantly boosted quarterly revenue.
- Contributed to significant revenue growth by successfully acquiring a NAND Flash portfolio from Western Digital Sandisk; leveraged established industry relationships and utilized extensive knowledge of the semiconductor space.

### **Previously: Senior Systems Engineer, Cottage Builders**

2009 - 2012

Collaboratively worked as part of a dynamic team to develop and test software applications for the SCADA project, driving efficiency and achieving project milestones. Ensured seamless operations by championing the successful installation of a comprehensive control database; implemented remote testing procedures and leveraged the control database to effectively operate turbines. Engaged in technical and licensing conferences to gain industry insights and stay updated with the latest trends and best practices.

- Spearheaded the testing of control system installations for the SCADA project, ensuring seamless coordination between databases and the equipment; enhanced power distribution systems' remote monitoring and control capabilities by leveraging Pascal.
- Innovated software development by designing a PC-based interface for WASP Power Flow Analysis software and creating the input data modules; improved the data processing efficiency through the replacement of outdated card-based systems.
- Designed and developed a Microwave Link Design software to calculate optimized tower heights using the Fade Margins and Reflection Correction strategies; enabled precise signal transmission and reduced interference between microwave signals.
- Assured quality and safety compliance in software development by adhering to comprehensive testing documents, minimizing system errors, and maintaining project standards.

**Previously: Design Engineer, Siwa**

2007 - 2009

Successfully deployed a Pulse Dialer ASIC as a team leader by utilizing VALID CAD/CAE tools and conducting logic and timing simulations to optimize chip design; led a team of 4 and achieved streamlined design lab setup by overseeing software installation. Enhanced team proficiency with design tools and boosted productivity by implementing hands-on training sessions. Pioneered a national project; designed a full custom 4-bit ALU using MAGIC CAD/CAE tools, promoting advancements in the five-macron NMOS technology; Ensured project success and technical excellence by delivering high-quality design through meticulous layout planning and logic simulations.

Additional Experiences:

**Visiting Lecturer**, Punjab Institute of Computer Sciences

**Assistant Manager R&D**, Rupali Polyester

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## PROFESSIONAL DEVELOPMENT

**Master in Engineering Management**, University of Ottawa

**Master in Electrical Engineering**, University of Michigan

**Bachelor in Electrical Engineering**, University of Engineering and Technology

**Tools & Technologies:** Pascal, Microsoft Office Suite, CAD/CAE Tools, Unix

**Semiconductor Technologies:** Chipset Design, NAND Flash, DRAM, Microprocessors, Network-Based Storage Solutions, Power Management