

CHRISTOPHER M. DORNY

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Clearance: TS/SCI (active)

Solved the most difficult national security C4ISR challenges for Intelligence Community, DoD, industrial, and commercial customers. Over 20 years developing cutting edge technology in communications, networking, electro-optics, and RF/wireless. Managed IP portfolio for Enterprise Services Group at Qualcomm as well as other leading technology companies. Expert at understanding a customer's needs and utilizing white space mapping and ideation processes to identify disruptive technologies that will rapidly impact the market. Bilingual with broad international and domestic experience with deployments in over 60 countries.

PROFESSIONAL EXPERIENCE

L3 Photonics

May 2017- Present

Provider of C4ISR technology to the US Intelligence Community, Department of Defense, Industrial and commercial customers.

Director of Advanced Technology

Manages a team of 8 PhD's and scientists responsible for all strategic technology development for global programs in the intelligence community, DoD and commercial customers.

- Led capture of new business for emerging white space technology and product opportunities
- Identified new verticals adjacent to core business and quickly found traction with customers
- Led M&A strategy and target analysis
- Developed business partnerships and licenses with third parties to expand into systems based opportunities
- Led IR&D for division using innovation to drive future revenues
- Responsible for business assessment, proposals, competitive analysis, and understanding customer needs

NTest

2010 – Feb 2017

NTest, the leader in Remote Fiber Optic Monitoring Systems, offers FiberWatch™ to quickly detect and locate network failures, as well as provide C4ISR for intelligence community, DoD, Industrial and commercial customers.

VP of Technology and Business Development

Provided Hardware, Software and/or Services into DoD, National Security Shield for Qatar Ministry of Interior and Armed Forces, Israeli Intelligence, Thai Armed Forces, Kuwait Police, as well as commercial and industrial customers such as AT&T, Centurylink, and CenterPoint Energy. Given responsibility for worldwide trials and strategic partner development. Overhauled the distribution strategy and doubled the number of VAR and OEM partners in over 100 countries. Managed worldwide programs and deployed product in over 60 countries.

- Successfully led white space development of C4ISR and Fiber To The Home products that within 3 years was more than 30% of revenue
- Initiated new business opportunities and developed partnerships and alliances to promote new capabilities of the organization
- Directed all phases of programs including capture, planning, and leading technical performance
- Established close partnerships with senior level customers through direct and third party channels

Control Point Corporation

2009 – 2010

U.S. government's leading provider of innovative technologies and engineering solutions for development of complex mission-critical logistics for manned and unmanned vehicles

Senior Manager (reported to CEO)

Served as strategic program lead tasked with managing the TACOM deployment of the CIMS platform for communicating bulk operating history, usage data, and fault information to every level of the enterprise, including equipment operators, maintenance personnel, fleet managers, and engineering support sites using the AMCOM Express Contract Vehicle as well as SAIC for their software engineering services task order. Drove organizational process development and improvements to increase productivity.

- Led proposal developments for both government as well as commercial opportunities
- Directed configuration management of Army service oriented architecture systems with secret security clearance
- Developed and managed introduction of new products that support overall business strategy and market environment

Qualcomm, Inc.**2007 – 2009***Leading provider of mobile device management***Emerging Services Director (Enterprise Services Group)**

Recruited (by SVP and GM) to rapidly grow the M2M emerging services businesses for the \$900 million revenue mobile device product line.

- Developed and launched highly successful platform for Amazon Kindle and other mobile devices
- Utilized extensive database for analytics to develop new product initiatives and tools
- Led IP management for ESG and coordinated “treasure map” of IP with the Chief IP Strategist’s team
- Competitive analysis for strategic positioning and strategic roadmap development

ETHERTRONICS, INC.**2004 – 2007***Leading manufacturer of Isolated Magnetic Dipoles (IMD) embedded subassemblies for mobile device OEM’s***VP and General Manager****Vice President of Product Management**

Developed and lead worldwide strategic initiatives growing business from \$1.2 to \$36 million revenue (Inc. 500 top 50 fastest growing companies in 2007).

- Managed a diverse team from 3 design centers (Korea, San Diego, Taiwan) with staff of 65
- Led cross functional team for program planning, development, and scheduling of 75 simultaneous worldwide projects
- Develop all BoD presentations, product/financial models, and strategy (and present in monthly meetings)

LIGHTPOINTE COMMUNICATIONS: Senior Director of Product Management**2001 - 2004****CALIENT NETWORKS: Senior Product Manager****2000 – 200****ADC TELECOMMUNICATIONS: Sr. Engineer****1998 – 2000****TURBOTRAX, INC: Founder/Entrepreneur****1991 – 1998**

EDUCATION

BACHELOR IN SCIENCE: Major in Electrical and Computer Engineering
Brigham Young University, Provo