

Patrick (Pat) O'Leary

"Rathlacken", The Point, Crosshaven, Co. Cork
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PROFILE: An innovative, ever-curious professional with recently updated knowledge in advanced technologies, looking for a challenge.

ACADEMIC QUALIFICATIONS:

Waterford Institute of Technology

M. Sc. Engineering in Innovative Technologies – 2.1 Honours 2009-2010
Thesis: *A Case Study in Regulatory-Driven, Top-Level, System Architecture Definition for Implanted Electro-Mechanical Devices.*

Trinity College, University of Dublin

B.A. in Mathematics (Hons.), B.A.I. in Engineering Science (2.1 Hons.)

Institute of Electronic and Electrical Engineers: Member (M.I.E.E.E.)

Trinity College: Postgraduate work in data encryption and microcomputer system design.

EMPLOYMENT EXPERIENCE: (see Appendix for details)

- **Darkhorse Technology Ltd:** Managing Director.
- **MicroMarketing Ltd:** Technical Director.
- **Intel Corporation:** Certified Field Application Engineer.
- **Dataproducts Corporation:** European Marketing Manager.
- **Dataproducts Corporation:** Design Engineer – Printers and Interfaces.
- **ARC Group Trinity College:** Research Consultant
- **Interlink Systems:** Consultant.

OTHER RELEVANT EXPERIENCE:

- Microsoft operating systems, PC architecture, Apple OSX, Linux
- Serial communications and real-world interfacing.
- Micro-controller and Instrumentation design and programming
- Hands-on familiarity with Microsoft Office products – Word, Excel, PowerPoint, Outlook,
- Basic knowledge of RF, antennae, satellite, communications and TV systems.
- Built home computers (pre/post IBM PC), maintained PC, Mac & development systems.

TEACHING EXPERIENCE:

- Presented seminars on Information Theory & Cryptography to TCD staff and post grads.
- Gave weekly tutorials in electronics to Engineering students.
- Organised and delivered seminars to small groups at design customers (1981 – 2006)

OTHER QUALIFICATIONS:

- Diploma in Boat Building and Design
- Completing Marine I.T. course at NMCI
- Forklift truck certified. ECDL.

PERSONAL DETAILS:

Interests: Wooden boat design, building and repair; technology, sailing, cryptic crosswords, baking, organic gardening, finding things out. Fort Camden restoration volunteer.

Linked-In reference: <http://ie.linkedin.com/pub/pat-o-leary/16/a96/4b0>

Online C.V. in pdf form at: <http://min.us/m0De6gkT>

Appendix:

M. Sc. Eng. details:

Subjects: Green Technology & Alternative Energy, Strategic Technology Innovation, BioMedical Science, Quality Management & Regulatory Affairs, Mechanics of Materials, Technology Management, Convergent Technologies, Novel Materials, Product Design & Development.

Thesis covered US and EU medical regulatory restrictions and influence on the system architecture of wireless-enabled medical implants.

Course description here: <http://min.us/mXporQqMD>

B.A, B.A.I: (Trinity College, University of Dublin)

B.A. Mathematics (Honours) – degree concurrent with BAI.

B.A.I. in Engineering Science – Upper Second Class Honours, Collen Prize (Best Project)

Darkhorse Technology Ltd. represented foreign manufacturers of semiconductor components in Ireland helping develop, maintain and expand long-term relationships with customers both Irish and Multinational. Principals included A&T/Lucent, Vitesse, Winbond.

We promoted: Silicon and GaAs devices for GPS navigation, DSL and other Broadband technologies. Optical communications devices for long-haul/SDH, Metro networks and FTTH markets, and products for traditional (POTS) systems. Disk drives for PC and RAID systems.

Our Customers ranged from large multi-nationals (Apple, Digital, Dell, Tellabs, Nortel, 3Com, SCl, Sanmina, Flextronics etc.) to small indigenous design and manufacturing companies.

MicroMarketing Ltd: Ireland representative for Intel, Inmos et al. I assisted design engineers, provided training on these suppliers' offerings in public and in-house seminars.

ARC Group (Trinity College): Research Consultant interfacing between Academia and Industry.

BUSINESS SKILLS :

- Covered all aspects of a small business from overview to implementation.
- Searching for new clients and opportunities.
- Developing and growing long-term relationships with customers;
- Managing, interpreting, understanding and anticipating customer requirements
- Negotiating contract terms and logistics arrangements to as part of a multinational team
- Managing JIT type supply agreements and vendor-owned inventory warehousing.
- Negotiating and closing sales
- Administering client accounts, analysing costs, preparing reports.
- Setting & meeting regular sales targets.
- Recording & maintaining client contact data.
- Supporting marketing activities by attending trade shows, conferences etc.
- Making technical, marketing and sales presentations
- Providing pre- and post-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Solving client technical, quality and logistics problems
- Providing internal training and support material for other members of the team.
- Multiple trips each year to suppliers and customers in U.K, U.S, E.U, Taiwan, Thailand