GLENN L. TODD
Electronic Systems Engineer
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Years Experience: 30+
Clearance: DOD Secret (Expired 3/1/96)

SUMMARY OF WORK EXPERIENCE

I have a strong and varied technical background with experience in the design, marketing and support of complex electronic warfare systems, flight line test equipment, electro-optical systems, precision guided missile systems, aircraft computers and militarized personal computers.

Engineering Experience

- Electronic warfare system design
- Digital, servo, and electro-optic subsystem design
- Memory loader verifier system design
- Assembly language programming
- Personal computer systems and Windows/Internet software
- System integration
- Leading design teams
- Performing studies and analysis
- Writing technical papers

Business Development Experience

- Marketing complex electronic warfare systems
- Developing marketing materials (presentations, white papers, brochures, etc.)
- Managing, red teaming, and responding to proposals
- Developing and giving technical presentations
- Marketing to domestic and international customers
- Developing strategic marketing and business plans

EDUCATION

- Master of Science in Engineering - University of California at Los Angeles
- Bachelor of Science in Electronic Engineering - California State Polytechnic University at San Luis Obispo
- Numerous technical, marketing and management courses/seminars/books

PROFESSIONAL EXPERIENCE

Malcolm Bruce Limited, Bangkok Office **1996-**

Technical Director - Assist foreign companies to set up joint ventures in Thailand. Involves investigating companies' products, preparing briefings, and making recommendations to Malcolm Bruce management and briefing Thai companies on technical aspects of their products.

Litton World Wide Systems, Inc., Applied Technology Division **1994-1996**

Technical Consultant/Systems Engineer - Analyzed and prepared a catalog of Litton's numerous RWR/ESM products for use by Litton managers, engineers, marketing personnel and agents. Was then assigned to expand the awareness of EW and Litton's products in SE Asia operating from Bangkok, Thailand.

Texas Instruments Inc., Defense Systems Group **1967-1993**

Business Development Manager for Electronic Warfare - Managed marketing and system engineering departments to pursue and win programs. Managed R&D/Marketing budgets of over $4M per year. Developed 10-year strategy plan to provide net revenues of $2.5B. Major programs were the German Emitter Location System, USN GEN-X radar expendable decoy, channelized receivers, memory loader verifiers and special programs. Marketed these products and new program concepts to the defense communities in the USA, Europe and Asia.

Project Engineer and Marketing Manager for MLV - Led the design team to develop the Memory Loader Verifier (MLV). Successfully marketed the TI MLV to become the preferred standard MLV for the USN and USAF, supporting 25 different types of aircraft in the US and 11 allied countries. The MLV netted TI over $125M in revenue.

Senior Design and Systems Engineer for MOREPOD - Performed the systems engineering and designed a major portion of the Multiple Optical Reconnaissance Pod. This system flew under the wing of a P-3 aircraft and contained many subsystems integrated together: TV cameras, FLIR, laser sensors, optics, mission computer, software, digital video tracker, video and data recorders, controls and displays.

Design and Field Engineer for Bulldog Laser Guided Missile - Designed the missile's autopilot and aircraft interface. Then supported the missile through a successful flight test phase at the Naval Weapons Center, China Lake, CA and the Naval Air Station, Oceania, VA.

Design Engineer on TIAS - Designed the digital PRF correlator for the Target Identification and Acquisition System (TIAS) for targeting TI Shrike anti-radiation missiles in Vietnam. Then followed the system through its acceptance and qualification testing.