

# DIANE HICKEY PH.D.

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## GOAL

To use my technical and executive experience in an entrepreneurial environment to grow a technical product company through development of sound customer-centric market strategy, executing that strategy and building great teams.

## SUMMARY

Ph.D. Material Scientist & Chemical Engineer with strong communications skills, multimillion P&L experience, and a track record of quickly growing revenue for established companies and start-ups. Adept at translating technology into products and revenue.

- Moved thin-film company from grant-revenue only to product revenue balance in 5 years setting up distributor networks and launching products.
- Increased revenue for established microscopy distributor in region from less than \$1M in sales to almost \$3M within 2 years.
- Created a global distributor network (Japan, Europe, Australia) during a global recession.

## EXPERIENCE

**DIAMOND CHAMELEON**, Consulting

**2015-Present**

Executive Consultant for Science, Technology & Start-up Companies

Tampa Bay, FL

Consultancy that translates the features of advanced technology into benefits for business.

- Internationally published author in Commercial MicroManufacturing with two 2016 articles contracted by Zeta Instruments, increasing their products' visibility globally in 46 countries & 3,000 print subscriptions
- Created Strategy plan for DetermineU to grow from single employee to franchise-ready
- Created the green-gift company Flowerbombz, delivering a retail product profitably selling over 1500 units since 2014.

**NANOSCIENCE INSTRUMENTS**, Microscopy Distributor

**2013- 2015**

Sales Director, Central U.S. & Canada

Chicago, IL

- Increased sales from less than \$1M in 2012 to over \$2M in 12 months in a saturated, competitive market
- Closed largest single sale in company history of over \$500K
- Developed new global markets in Canada with annual sales over \$3M

**ADVANCED DIAMOND TECHNOLOGIES**, Thin film manufacturer

**2007-2012**

**Chief Operating Officer, Member, Executive Team**

Romeoville, IL

- Member of executive team closing three funding rounds that yielded over \$5M in outside investment
- Drove growth of first commercial products from initial ground up to products sold in the Industrial, Semiconductor, Microscopy and Clean Water industries.

Diane Hickey, Ph.D. (resume continued)

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- Reduced reliance on government grant revenue from 100% to nearly 50%, within 48 months, delivering an additional \$3M in revenue per annum.
- First P&L manager to deliver profitable growth in company's history.
- Built the operating team from 6 employees to over 25
- Evangelist for the business, presenting a clear strategy position to VCs & Angel investors, translating tech features into understandable benefits for customers.

#### **General Manager, Semiconductor Business Unit**

- P&L Responsibility <\$1M when BU created; Profitable in 4 quarters
- Grew product sales from \$0 (before BU established) to over \$1M within 5 years
- Wrote strategic marketing plans that secured SBIR/STTR grants worth over \$5M
- Managed team of 7 research, lab and marketing personnel

#### **Director of Sales & Marketing**

- Created global distributor network (Japan, Europe, Australia) adding 10 new business partners
- Launched products into 3 distinct, separate markets
- Industry expert representing the company through published work and conference presentations.

#### **C-BRIDGE SOLUTIONS**

**1999-2001**

Strategy Consultant

Cambridge, MA

- Strategy consultant role to lead teams of creative & technical staff for clients such as Carlton & United Breweries (Australia) and Seagate (Semiconductor)
- Key role in bridging business impact for new internet technologies.

#### **ACCENTURE**

**1997-1999**

Consultant

Atlanta, GA

#### **EDUCATION**

**MATERIALS SCIENCE & ENGINEERING** Ph.D., University of Florida **08/2007**

*Research Summary:* Identified and quantified the defects created after ion implantation into single-crystal Group IV diamond-structure elements using TEM. This research has been cited in over 150 scientific journal articles to date. *Publications:* Authored over 30 scientific and industry journal articles; over 20 industry presentations including several invited talks. A full list of publications is available upon request.

**CHEMICAL ENGINEERING, Bachelor of Science, Auburn University** **12/1996**

*Selected as a Top 15 Outstanding Women on Campus (Cater Society); student body of 25,000*