

PHILIP C. DUMAS

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OBJECTIVE: Innovative engineer with new product development, business development, management, operations, and finance experience. Pursuing my passion while utilizing my knowledge and focus to generate large and sustainable growth.

HIGHLIGHTED SKILLS:

- New Product Development
- Large Customer Development
- Foreign Manufacturing Logistics
- Risk Assessment
- Forecasting & Planning
- Advanced Data Analyzing
- Proposal & Presentation Development

PROFESSIONAL EXPERIENCE:

Unikey Technologies Inc., A start-up company focused on enabling people to move freely and securely through the world's doors, with ultimate control, convenience, and peace-of-mind.

President: Orlando, FL (April 2010 to Present)

Responsible for Initial company concept, legal structure, plan development, financial projections, and multiple patent filings. Managed day-to-day operations including prototyping and product development.

Key Accomplishments:

- Appeared on ABC's "Shark Tank" Show
- Raised \$30m+ in Venture Capital
- Licensed smart lock technology to 18 lock and access control companies
- Named inventor on eleven (11) Issued Patents issued
 - U.S. Patent No. 9,196,104 issued November 24, 2015
 - U.S. Patent No. 9,218,696 issued December 22, 2015

- U.S. Patent No. 9,336,637 issued May 10, 2016
 - U.S. Patent No. 9,501,880 issued November 22, 2016
 - U.S. Patent No. 9,524,601 issued December 20, 2016
 - U.S. Patent No. 9,697,658 issued July 4, 2017
 - U.S. Patent No. 9,697,661 issued July 4, 2017
 - U.S. Patent No. 9,721,413 issued August 1, 2017
 - U.S. Patent No. 9,852,561 issued December 26, 2017
 - U.S. Patent No. 9,972,151 issued May 15, 2018
 - U.S. Patent No. 9,978,195 issued May 22, 2018
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Centrum Equities, A private equity firm focused on buying and turning around troubled businesses.

Vice President M.I.H.: Nashville, TN (April 2008 to April 2010)

In my position, I focused on operations with focused efforts on turnaround and integration. Achieved profitability within 12 months on one of our largest acquisitions, from a \$14M loss to a \$6M positive EBITDA.

Key Accomplishments:

- Account manager for top three customers: Increased sales from \$10.8M to \$29.3M
 - Reduced return rates by 4% (\$3.5M savings / annually)
 - Generated new Forecasting model
 - Key I.T. automation projects to reduce errors and increase efficiency
 - Set all pricing and margins
 - Warehouse management in-source - \$2.4M savings / annually
 - Re-sourcing efforts – \$1.5M savings / annually
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Sequiam Biometrics Inc. (SBI), a publicly traded company (SQUM). SBI was a startup corporation focused on the consumer biometric market, Orlando Division size is \$3M+ Sales/25 People.

Vice President of Product Development: Orlando, Florida Facility (December 2005 to March 2008)

In my position, I managed the day-to-day tasks of product development and handled large client liaison services (including clients Black & Decker & Fujitsu). During my tenure I increased sales from \$626K to \$1.7M from 2005 to 2006 and from \$1.7M to \$3M+ from 2006 to 2007. Successfully launched five new products to market within an 18-month period. This Includes design definition, scheduling, task tracking,

debug, design reviews with customer, prototyping, first article sample evaluation, packaging development, user-manual development, production, and delivery logistics.

Modern American Sports Cars (MASC), a startup American sports car performance shop with a storefront and ecommerce website.

Owner: Orlando, Florida (March 2003 to September 2005)

Total responsibility for all facets of the operations including strategic direction, finances, inventory management and all other day-to-day business.

EDUCATION:

Bachelor of Science in Electrical Engineering, University of Central Florida 2005
Investment Banking Institute 2008