

Marcus T. Wilson

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BUSINESS EXECUTIVE AND STRATEGIST

Innovative and Creative Leader with Track Record in Leading Edge Strategies for Successful Business Management

Interests are in Management, Sales Strategies and High Technology

Dynamic Business Professional offering fresh insight and a passion for innovation; an experienced creator of successful business solutions, from concept to implementation. Highly motivated with a track record in consulting for Semiconductor Companies looking at acquisitions and technology purchases. Advising C-Level management on key issues including structuring for growth and implementing more effective management practices. Extensive executive management experience with top high-technology companies including Intel and Texas Instruments.

Excellent mentoring, management, and organizational skills; solid background and qualifications in all core business functions. **Proficiencies include:**

- Business Development Initiatives
- New Product & Business Strategies
- Structuring for Growth
- Sales Management and Tools
- Revenue Growth Strategies
- Strategic Planning and Analysis
- Management Practices
- Increasing productivity
- Developing new Mgmt Techniques
- Identifying true source of problems

***First Semiconductor Supplier to Received Ford's "Total Quality Excellence" Award.
Received Bosch Supplier Award.***

Education

ROLLINS COLLEGE, Winter Park, FL, MA Degree in Management.

MISSISSIPPI STATE UNIVERSITY, Mississippi State, MS, BS in Electrical Engineering Technology.

Professional Experience

STARLEN ASSOCIATES, LLC, Phoenix, AZ March 2003 to Present
Investing/Business Consulting/Aircraft Manufacturer

- Consulting for semiconductor companies looking at acquisitions and technology purchases. Advising CEOs on management issues, structuring for growth, and implementing more effective management practices. Managed personal investments while working design and build issues on an experimental aircraft.

SILICONMOBIUS, INC. Research Triangle Park, NC August 2002 to February 2003
Chief Executive Officer

- Fabless semiconductor start-up offering a powerful "Streaming Data Processor" for data-plane processing applications in communications and imaging markets.
- Positioned and presented in-depth to customers, VC firms and various semiconductor manufacturers.
- Drove funding process and helped raise critical funding.

STARLEN ASSOCIATES, LLC, Phoenix, AZ August 1998 to August 2002
Investing/Angel Consulting/Aircraft Manufacturer

- Consulting with Angel group on technology deal flow primarily in Arizona and some Silicon Valley. Advising on technology viability, market potential, company/market strategy, management issues, structuring for growth and implementing business plans. Served on one Board of Directors in Arizona and one Board of Advisory in Santa Clara. Served on the Arizona Angels 2000 Selection Committee for start-up presentations at the annual Investor Event.

Resumé of Marcus T. Wilson

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Professional Experience (*Continued*)

INTEL CORPORATION, Santa Clara, CA

May 1978 to August 1998

Director of Materials, Chandler, AZ (1997-1998)

- Pentium II Cross Function Program Management driving 10 Microprocessor Product Program Ramp offices to bringing up never before implemented packaging across design, assembly test, materials and manufacturing through to product launch without missing launch dates.
- Installed process to manage the interface/interaction between engineering, production design, manufacturing, and supplier management organizations worldwide.
- Coached and integrated 90% new-to-Intel materials personnel on Chandler site on “how-to” get results working within company.

VP Semiconductor Products Group & GM of Group Strategic Planning (1994 to 1996)

- Designed and deployed new group strategy for the five Divisions of SPG to focus on the company’s core competencies and markets in-order-to increase shareholder value
- Designed new methodology to do strategy development with multiple Division VPs and their staffs across multiple locations.
- Evangelized the realignment, restructuring and deployment across the Group and Company.
- Developed tools to support the field and factory deployment and sustaining activity

VP of Semiconductor Products Group & GM Embedded Microcomputer Division (1991-1994)

- Turned the business profitable in one year after 10 years of loss.
- Redesigned the strategy to focus on high value, high volume markets, such as hard disk drives and won 70% market share in those markets.
- Streamlined/cut cost for efficiency with 50% headcount reduction while placing all people within Intel.
- Built strategic relationships with leadership customers.
- Redesigned the product strategy in-order-to increase the product offerings to customers while reducing manufacturing product cost. Most cost effective factories at Intel.
- Doubled the business in 3 years.
- Established a product development center and business unit in Asia.

General Manager Automotive Microcomputer Division (1988-1991)

- Redesigned Strategy to Focused the business on high value added markets like emerging ABS and won 70% market share.
- Developed twice as many new products on same budget as before.
- Developed strategic partnership with Major Euro Automotive supplier and installed design center on his premises.
- Grew the business from 2.5X in 3 years.

Director Corporate Strategic Accounts (1986-1988)

- Developed a worldwide sales strategy for tracking designs and winning business from those designs regardless of production site. The strategy dramatically reduced the need for corporate oversight and allowed a restructuring of my department essentially eliminating a corporate function.

Southern Region Sales Manager (1984-1986)

- Grew sales to the largest dollar sales region at Intel while leading the company in efficiency and productivity running 12 sales offices in 15 states.

District Sales Manager (1981-1984)
Field Sales Engineer (1978-1984)

TEXAS INSTRUMENTS, Semiconductor Div., Ft Lauderdale/Orlando, Florida 1973-1978

Field Sales Engineer

- Commercial, Distribution and Military Account Sales.
- Won custom Rad-Hard multiplex device orders for the North American Rockwell B-1 "Lancer" bomber project.
- Won companies first DRAM order against Intel.

Professional Experience (*Continued*)

TEXAS INSTRUMENTS, Calculator Div., Ft Lauderdale, Florida

1975

Field Sales Engineer

- Penetrated Latin market in Miami during '75 recession to become leading salesman for company in calculator sales.
- Drove company to publish Multi-language Users manuals.

Community Involvement: Commitment to Education

- Phoenix Zoo Board of Directors; served on the board and as advisor on Education Committee and Strategic Planning Committee (1994 – 1995).
- University of Texas Pan Am Engineering Board of Advisory (1994 – 1996).
- Arizona State University Board of Industry Advisory for Course Study (1991).