DANIEL FRANCISCO

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WORK EXPERIENCE

Mar. 2007-Present MICROSOFT CORPORATION Redmond, WA

Program Manager

- Defined the roadmap for a Microsoft remote file access protocol via significant research into the competition, customer requirements, and OEM requirements
- Designed and presented a product vision deck to senior group management which successfully resulted in funding and support to pursue expanded development towards achieving the roadmap
- Drove the engineering team to successfully execute on plans for Windows Server 2008 and Vista SP 1
- Represent the team on all cross-group efforts

Jun. 2005-Mar. 2007 CYPRESS SEMICONDUCTOR San Jose, CA

Cypress is a broad-line semiconductor company designing silicon for a diverse range of applications

Product Marketing Engineer

- Progressively increased responsibility from management of $4 million in annual revenue up to $18 million in annual revenue
- Created detailed demand forecasts for products in my business unit
- Generated several strategic design wins including a win into a market leading video game console and a leading television application
- Strategically diversified portfolio by repackaging an existing custom solution into a generic purpose device resulting in a significant increase to TAM
- Made frequent visits to key accounts across North America to drive new business

2003-2005 TD BANK FINANCIAL GROUP Toronto, ON, Canada

TD Bank is a Canadian financial conglomerate offering a full range of financial services

Business Analyst Intern *(Sept.-Dec. 2004)*

- Performed the analysis and design work for two Tier 1 projects
- Developed the System Design Specifications to be used as blueprints for project implementation
- Key driver in bringing all stakeholders to a consensus on the design of call center solutions

Java Developer Intern *(Jan.-Dec. 2003)*

- Developed mission critical components involving a wide array of Java Technologies
- Researched potential solutions to aid in making critical technology decisions
- Combined technical knowledge and appreciation for business level considerations in presenting implementation options at steering committee meetings with group executives

Apr.-Aug. 2002 DIGITAL CONNEXXIONS Oakville, ON Canada

Digital Connexxions specializes in delivering e-mail updates to customers of mass market publications

QA Developer Intern

- Self-taught SQL database query language and developed a sophisticated testing program to verify the operation of the high-volume e-mail infrastructure
- Developed several applications to maintain e-mail lists between databases at Digital Connexxions and its clients

EDUCATION

2005 UNIVERSITY OF WATERLOO, FACULTY OF ENGINEERING Waterloo, ON, Canada

Bachelor of Applied Science, Honors Computer Engineering Cumulative Average: 84%

Awards & achievements: Graduated with distinction, Option in Management Science

Activities: ASIC Group (Founder & Lead Program Manager), IEEE (Vice President), Engineering Society (Academic Director)

INTERESTS

■ Golf ■ Football ■ Snowboarding ■ Running & Weights ■ Technology Enthusiast