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# DONALD A. COLLINS, JR.

## A LEADER TO TURN YOUR IDEAS INTO PROFITS



### CAREER NARRATIVE

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Collins is an award-winning technology product R&D hardware & software executive leader. He brings decades of experience with best-in-class technology and business skills to lead up, across, and down multiple business and technology organizations across the globe and around the clock. Employees return to him again and again because he gives them credit for their hard work. He engages customers and business leaders to establish credibility, solve problems, build consensus, and achieve objectives. He project-led over twenty profit generating ideas to market.

### PROFESSIONAL HIGHLIGHTS

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- Award winning technology leader generated more than \$1B of revenue for two Fortune 500 companies
- My teams made breakthrough products in the Retail, Kiosk, Banking, and Consumer products industries
- Holder of sixty-two patents (four pending), Six Sigma Black Belt certified, and managed \$3 million budgets
- Managed up to 50 members of cross-functional global R&D teams to design commercially viable products
- Supported production and NPI at a dozen factories in Brazil, China, India, Ireland, Mexico, and the U.S.
- Presented to Board of Directors and C-Level teams as a senior engineering manager and director

### PROFESSIONAL EXPERIENCE

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[Yomura Technologies, Inc.](#), CA 2021 to Present

**Business Development Manager:** Find new customers, drive new business, and support existing customer sales.

[International Services Assistance Fund](#), NC 2019 to Present

**President:** Research and develop, gain regulatory approval, and market drugs and medical devices to service U.S. women's reproductive needs safely and effectively, while minimizing side effects, and promoting universal free access.

[H.B. Fuller Company](#), GA 2015 to 2019

**R&D Lab Manager (marketing):** Advanced Material and Technology leader commercializing innovative electronics offerings and process technologies for Fortune 10 consumer product companies. Supported a team of PhD chemists, scientists, engineers, technicians using \$1 million of lab instrumentation and a clean room pilot plant. Managed multiple customer requests (complex details w/wo quotes), projects (w/wo issues), milestone status, and reports simultaneously.

[Donald A Collins Associates](#), CA, GA 2014 to Present

**President:** Participate in startups commercializing ideas. Contract business and engineering services dozens of clients.

[NCR Corporation](#), GA 1996 to 2014

**R&D Director / Sr. Manager:** Bar-code scanner / scale visionary and subject matter expert (SME) management lead helped grow annual revenue to more than 20 times the expenditure needed for R&D. My team achieved recognition as the premier engineering team within NCR with our products that achieved #1 market share in North America and #2 globally. We designed NCR's 1<sup>st</sup> camera-based imager exceeding laser/motor technology performance and beating competitors.

[AT&T](#), OH, NY, GA 1991 to 1996

**R&D Manager / Sr. Engineer:** Product R&D of a dozen products as manager, firmware programmer, electrical engineer designing DRAM memory system, VF displays, payment terminals with encryption, ATM encryption, and barcode scanners/scales. Collaborated with Bell Labs to develop a spectrometer to recognize produce using a linear variable filter.

## COUNTRY EXPERIENCE

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- Australia, Belgium, Brazil, Canada, China, France, Germany, Hungary, Ireland, Italy, Japan, Korea
- Mexico, Netherlands, New Zealand, Philippines, Russia, Spain, Turkey, United Kingdom, and U.S.

## 62 PATENTS (4 PENDING) & 1480 CITATIONS & 30,000 LINKEDIN

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[USPTO PATENT LIST](#)

[GOOGLE SCHOLAR](#)

[PROFESSIONAL NETWORK](#)

## EDUCATION

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- **Master of Science, Electrical Engineering**
- National Technological University – Fort Collins, CO
- **Bachelor of Science, Electrical Engineering Technology**
- Temple University – Philadelphia, PA

## MANAGEMENT AND TECHNICAL SKILLS

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- Leadership, Sales / Services support, Marketing, Customer account management, Employee development
- R&D Program Management, Stage Gate, Agile, Scrum, Waterfall, Hardware and Software management
- R&D Product Management, Requirements and business development and intelligence, Competitive Analysis
- R&D Cost Management, Vendor management, Strategic partnerships, material, and process cost reduction
- Production new product introduction (NPI), factory line transfer, tooling, setup/optimization, personnel training
- Entrepreneurship, Start-ups, Intellectual Property, Integration, Sale, Marketing, Research & Development
- Technology, Analog, Digital, Power, RF, Lidar, IIoT, Robot, Vision, Computer, Industrial, Display, Server
- Math, Statistical, Special, Minitab, MATLAB, Mathcad, Image processing, Pattern Matching Algorithms
- Software, Firmware, Real-time SW/FW, FPGA, x86, Arm, 8051, RTOS, Embedded, C++, HTML, UNIX
- Computer Aided Design Tools, AutoCad16, PRO Engineer, Cadence, Mentor Graphics, PSpice, Eagle
- Office Tools, Adobe, Excel, Goggle analytics, PowerPoint, Project, Word, WordPress, YouTube, Visio

## AWARDS, CERTIFICATIONS, AND PROFESSIONAL DEVELOPMENT

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- Chairman's Award, NCR Corporation, given to entire team 1997
- Eureka Award, NCR Corporation, for Produce Recognition system 1995
- Six Sigma Black Belt, NCR Corporation 2013
- Six Sigma Green Belt, NCR Corporation 2009
- Manager Toolkit - Sales Enablement, NCR University 2012
- Why Customer Driven? NCR University 2012
- The NCR Exceptional Manager Part 1, NCR University 2006
- Leadership & Performance Management, NCR University 2004

## PROFESSIONAL AFFILIATIONS

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- Member & Sr. Member, [Institute of Electrical and Electronics Engineers](#), 2004 - Present

## COMMUNITY ACTIVITIES

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- Past President, VP of Membership, PR, and Education at Toastmasters 2013 - 2015
- Co-Lead, NCR Ambassadors, employees donate time to the community 2013 - 2014
- Promote STEM careers with motivational and educational presentations at schools 2013 - 2020

## REFERENCES

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Charles Wike  
Scott Magnes

Sr. Vice-President  
President, CEO

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