

# Jim Bartley, PMP

Regional Sales Manager power control, generation, monitoring solutions and custom engineered system modernizations.

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## Summary

Sales and Marketing account manager, product/project manager and sales engineer experience located in RTP North Carolina. Experienced in world-wide marketing, sales and new market development in NA, Europe and Asia. Power generation, Semiconductor, Analog, Linear, Digital, Power Management, systems and software sales. Project Manager Professional (PMP) qualified experienced in value-add proposition sales and marketing for electronics, engineered systems, peripheral or system level solution. Would prefer to stay as resident of Raleigh North Carolina.

## Specialties

Well connected with strong technical background and proven inter-personal and listening skills. Enjoy helping my customer solve problems, hunting for new opportunities. Contract negotiation, business tracking and forecasting skills are also well developed. Software, semiconductors, electronics, power management, durable goods, capital equipment sales, Field Application Engineer, Systems Engineer, Account Management, green energy.

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## Experience

### **Regional Account Manager at Governor Control Systems**

April 2009 - Present (6 years 4 months)

Available for contact @ +1-919-238-9566 (c) Power plant restoration and control equipment and engineering services.

### **CEO at Personal**

1960 - 2011 (51 years)

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1960 - 2011 (51 years)

### **Global Account Manager- IBM and Lenovo at STMicroelectronics**

2002 - 2008 (6 years)

Global Account Management with frequent travel to North American locations, Japan, Beijing, Singapore and Taiwan. Along with large Account Management responsibilities, which lead me to deal with upper management, I always saw myself first as a Market Development and Sales Engineer who worked with first line engineers to actually design in semi-conductor solutions. My joy comes from helping others find better solutions, answers to difficult or complex problems, and developing relationships.

*17 recommendations available upon request*

**Market Development to Ericsson and Motorola Cellular at STMicroelectronics**

1999 - 2002 (3 years)

Designed in numerous ICs into cell phone and cell phone peripheral applications.

**FAE and Product Manager at Arrow Electronics**

1995 - 1999 (4 years)

Sales coverage to North and South Carolina, with dedicated support to Nortel Networks for >1 year.

**New Product Introduction Engineer at Schneider Electric**

1994 - 1995 (1 year)

**Multiple at Honeywell Aerospace**

1982 - 1995 (13 years)

New Product Introduction Engineer, Certified Quality Engineer, Manufacturing Supervisor, Industrial Engineering Supervisor

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**Skills & Expertise**

**Semiconductors**

**Account Management**

**Management**

**Analog**

**Product Management**

**Leadership**

**Marketing**

**Cross-functional Team Leadership**

**Solution Selling**

**Supply Chain**

**New Business Development**

**Engineering**

**Sales Management**

**Project Management**

**Business Development**

**Strategy**

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**Education**

**University of Missouri-Columbia**

BSIE / MSIE, Engineering & Economics, 1978 - 1985

**Baker HS Fairborn Ohio**

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## 17 people have recommended Jim

"Jim was always aware of the opportunities at each account and made sure that you were aware of them. He also made sure that you would have an opportunity to connect with the people involved. He had a very good relationship with the customers, which is important when you are trying to get them to look at your solutions. It was a pleasure working with him as he was very professional and accommodating to the need of each product marketing team."

— **Erlendur K.**, *Product Marketing Engineer, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim has good exposure to world wide account management of IBM and Lenovo. To get design wins Jim travelled across the Globe and coordinated with Application and Marketing teams. Jim is instrumental winning new business with 30-50% growth year over year."

— **Prasad P.**, *Snr Tech. Marketing Eng., STMicroelectronics Inc*, worked directly with Jim at STMicroelectronics

"Jim was really taking care of his customers, always here to understand their needs and try to find the best compromise between what is possible to do inside the division and what his customer was expecting."

— **Charly M.**, *Business Marketing Engineer, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim was one of the best peers I have ever worked with. I gained a lot by working with him, including achievement and friendship. Jim is a very professional account manager who took initiatives with high cooperative spirit. He is very persuasive and able to motivate others to work on difficult tasks, including customer and colleague. Very good communications skills too! Would like to work with him again if any opportunity comes up."

— **Xing Z.**, *Senior Manager - Key Account, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim is an extremely helpful and responsible team player. The best way to summarize Jim is he is pumped - always in full gear and ready to tackle any challenges. I worked with Jim in the same grp at STM and had the honor to seeing him in action. He would be an asset in any organization he joins."

— ~~#####~~**Ben T.**, *Account Executive Manager, Global Account Manager, STMicroelectronics Inc*, worked directly with Jim at STMicroelectronics

"I worked with Jim while he was the global account manager for Lenovo at ST. Jim had an excellent relationship with his customers and was constantly looking for new opportunities. Jim is self-motivated, persistent, and a real team player. I enjoyed working with Jim and I hope to have the opportunity to work with him again."

— **John W.**, *Audio Market Development Manager, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim, whom I happened to work with on a very specific project, was a constructive partner. I appreciated his good communication skills as much as his open personality. A real pleasure to work with him!" ."

— **Jean Francois D.**, *Director WW OEM Sales, Gemalto*, was with another company when working with Jim at STMicroelectronics

"Jim is a detailed oriented manager. Able to understand customer request and provide satisfaction and at the same time to meet the target given by management. Good interpersonal and I have no hesitation to give this recommendation to Jim"

— **Luke H.**, *Sr. Customer Quality Engineering, STMicroelectronics*, worked with Jim at STMicroelectronics

"Nice person to work with. Very brilliant and proactive. Full dedicated to target doesn't get disturbed until he get it. Clear in create and maintain relationship with either customers as well as personal."

— **Matteo M.**, *Business Unit Director, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim, does an excellent job of connecting with the needs of his customers and understanding how his offerings he is working with can meet those needs. Jim quickly becomes part of the extended team and is viewed as a trusted supplier. I would highly recommend Jim in a variety of positions."

— **Kevin M. W.**, *Program Director, Offerings Development, IBM*, was a consultant or contractor to Jim at STMicroelectronics

"It has been my pleasure to know Jim for over a year through a Bible Study in our Church. On several occasions he led the study when our leader was unable to attend. Jim has always been extremely professional and cordial. The strength of Jim's character is without question and I do not hesitate in recommending him for any position of responsibility."

— **Jonathan R.**, *Owner, Richardson Law Firm*, worked with Jim at STMicroelectronics

"Jim combines an in-depth understanding of his customer base with a strong technical capability. That makes him a very effective technical sales person."

— **Denis C.**, *Product Marketing Manager, Microcontrollers, STMicroelectronics, Boston, USA*, worked with Jim at STMicroelectronics

"Jim is a leader who effectively motivates others and directs top-level strategic corporate initiatives. He is a creative, dependable, and enthusiastic change agent in improving efficiencies, reducing costs and increasing revenues."

— **Dieter H.**, *SKA Manager, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim's excellent relationships with IBM's engineers and decision makers always made it easy for me to get valuable face time with key individuals."

— **Patrick J.**, *Product Marketing Engineer, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim is a smart, dedicated and experienced global account manager at STMicroelectronics with strong technology background."

— **Gator Guan**, *Global Commodity Manager, Lenovo Group*, was with another company when working with Jim at STMicroelectronics

"Along with a solid technical background, a deep knowledge and understanding of the high-tech industry, and outstanding inter-personal skills, Jim has successfully managed and developed for the company two big key accounts like IBM and Lenovo, coordinating the complexity of the whole supply chain in a very professional way and with best-in-class results."

— **Marco F.**, *Senior Manager - Analog, Power, & MEMS - Taiwan Operations, STMicroelectronics*, worked with Jim at STMicroelectronics

"Jim has a strong technical background and knows how to build a strong customer relationship. I enjoyed working with Jim and know he will be a strong asset in his new position."

— **Tom L.**, *Strategic Mkt Manager, STMicroelectronics*, worked with Jim at STMicroelectronics

[Contact Jim on LinkedIn](#)