

Percy Chinoy



Director of Business and Customer Development at DCI Engineering (Coghlin Companies)

Design

<http://www.directoryinventor.com/profile/view/dhUO9ITM>

Experience

Director of Business and Customer Development

DCI Engineering (Coghlin Companies)

Electrical/Electronic Manufacturing

May 2011 - Present

Develop new opportunities to assist companies in transitioning new products from concept to design to prototype and pilot production at reduced time-to-market. Manage the sales pipeline and support P&L of the services business. Manage client relationships and ensure the effective execution of programs to deliver top quality client experience and meet business outcomes. Applications include semiconductor equipment, industrial automation, medical instruments and alternative energy.

Director of Product and Process Development

American Superconductor Corporation

501-1000 employees; Public Company; Renewables & Environment

July 2009 - February 2011

Led the high-volume manufacturing scale-up of thin-film High Temperature Superconductors (HTS) to enable their commercialization for the generation and transmission of traditional and renewable energy. Provided strategic direction and developed project plan (scope, schedule, budget, people, risk). Executed the plan providing oversight to cross-functional teams responsible for commissioning complex custom manufacturing equipment and qualifying high-yield manufacturing processes.

New Business Development

Chomerics (Division of Parker Hannifin)

Electrical/Electronic Manufacturing

January 2006 - January 2009

Delivered consistent growth of Thermal Materials business for electronics cooling with new markets, new products and strategic OEM partnerships. Developed growth strategy for adhesives, sealants and coatings in semiconductor packaging and electronics assemblies. Member of leadership team for strategic planning and budgeting for \$250M global business.

New Business Development

Rohm and Haas Electronic Materials

10,001+ employees; Public Company; Semiconductors

November 2001 - December 2005

Led two entrepreneurial teams in commercializing novel product platforms for printed circuit boards and chip packages with projected annual revenue over \$30 Million. Evaluated new growth opportunities in nanotechnology, fuel cells, photovoltaics, displays, RFID.

Management Consultant

PRTM

Privately Held; Management Consulting
January 2000 - October 2001

Implemented Business Strategy and New Product Development in technology companies. Facilitated ASIC strategy in a \$500 Million semiconductor test equipment company. Launched novel product platform in residential communications network market projected at \$100 Million revenue.

Principal Engineer

M/A-COM division of Tyco Electronics

Wireless
June 1991 - December 1999

Led the development from concept to production of multilayer interconnect technology and novel wafer-level packaging technology for low-loss microwave ICs. Led wafer fab engineering team responsible for increasing manufacturing yield in photolithography, CVD, PVD and plasma etching.

Education

Boston College

Strategic/Operations Management
1996 - 1999

Rensselaer Polytechnic Institute

Chemical/Electrical Engineering
1986 - 1991

Thesis: Novel reactor for high-efficiency epitaxial growth of compound semiconductors for Solar Cells.

Indian Institute of Technology, Bombay

Chemical Engineering
1981 - 1985

Patents (1)

Reduced parasitic capacitance semiconductor devices (1 worldwide citation)

Yoginder Anand, Percy Bomi Chinoy
October 30, 2001: 06310394

[View all \(1\)](#)