

Naeem Zafar

18416 Chelmsford Dr. Cupertino, CA 95014 USA

nzafar@gmail.com

+1 408-218-1920

Overview

Devoted to education and teaching about entrepreneurs. Focused on emerging economies and teaching the methods and the process of transforming ideas into profitable ventures.

- Passionate educator and an experienced entrepreneur
- Involved with mentoring entrepreneurs and professionals since 1995 with organizations such as IEEE, TiE and OPEN
- Involved with Entrepreneurship at the Haas Business School at University of California Berkeley since 2005 & Berkeley-Columbia eMBA program since 2006
- Conducted numerous workshops and seminars (Brown University, ISEMI in Israel, Lahore University of Management Sciences in Pakistan)
- A veteran of six startup companies in Silicon Valley
- Member of the Board of Advisors/Directors at several startups
- Extensive experience mentoring and working with entrepreneurs worldwide

Results-oriented executive with proven track record in startups, venture fund raising, turn-arounds, IPO and mergers and acquisitions. Specific expertise in strategic and tactical planning, marketing, channel development, product development and engineering disciplines. Extensive experience in EDA, semiconductor, software and biometric security markets. Excellent management and public speaking skills. International market savvy and with extensive knowledge of doing business in Japan, Asia and Europe.

Experience

3/05 – 3/07 President & Chief Executive Officer , Board member, Pyxis Technology, Santa Clara, California

Pyxis is an EDA (Electronic Design Automation) software company focused on design of complex chips. I was hired to transform the one-year old technology startup in Austin to a product company.

- Hired management team, outlined vision, created a differentiated position
- Raised \$9.2M in Series B placement
- Built the company from 12-people to 37-people

5/03 – 12/ 04 President & Chief Executive Officer , Board member, Silicon Design Systems, Sunnyvale, California

SDS is an EDA (Electronic Design Automation) software company focused on physical design and routing of complex chips. I was hired to transform the company from a fabless ASIC and design services company to an EDA product company.

- Raised over \$9M in Series B funding

- Created market visibility for the need that SDS serves and launched the company & its technology
- 1999-2003 President & Chief Executive Officer , Board member, Veridicom, Inc., Sunnyvale, California
- Veridicom develops fingerprint sensor chips and authentication software to provide a fingerprint authentication platform to PC OEMs, embedded solution providers and systems integrators.
- Hired and built a strong team. Raised more than \$12M in funding
 - Initiated and completed several strategic partnerships and acquisition of a European software company
- 1988-1999 Vice President Worldwide Marketing, Quickturn Design Systems, San Jose, CA
- This start-up invented hardware emulation systems to validate the design of complex chips and systems. The company went public in 1993.
- Built Quickturn into a leading brand name in EDA industry
 - Led the strategy for market expansion, acquisitions, and product and technology directions. This activity resulted in acquisition of SpeedSim, a software simulation company based in Boston
- 1985-1988 Co-founder & Vice President Engineering, XCAT, Inc. St Paul, MN
- XCAT developed simulation accelerators (specialized computers to speed up logic and fault simulation process).
- 1981-1985 Principal Research Scientist & Technical Program Director, Honeywell Systems & Research Center, Minneapolis. MN
- Chip designer on the VHSIC program. System designer. Program manager.

Education

- 1990s Various executive management, public speaking, strategy and negotiation courses at Stanford University, University of California at Berkeley & Caltech
- 1983 MSEE in VLSI Design, University of Minnesota, Minneapolis, Minnesota.
- 1981 Sc.B Electrical Engineering, Brown University, Magna cum Laude Providence Rhode Island

Honors

- Member, Phi Beta Kappa, National Honor Society
- Member, Tau Beta Pi, National Engineering Honor Society
- Graduated as one of the top five students in Pakistan (Presidential Gold Medalist & recipient of National Honors Scholarship)
- Charter member OPEN & TiE (Entrepreneur's Networks)