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# DOMINIC MIKULIN

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## PROFILE

A broad and extensive career assisting and leading companies across their technical, commercial and business operations, has enabled me to offer consulting services while searching for a suitably interesting permanent role.

Providing a source of creativity, drive and innovation up to strategic level, equally successfully applied in the product development as in the customer development aspects of a business, enables strong company growth into both existing, adjacent and new markets.

## SKILLS

### Business

- Strategy, strategic planning
- Business model creation
- Business plan generation & realignment
- Customer development
- Leadership. Entrepreneur
- Mentor & coach
- Stakeholder liaison
- Board guidance

### Commercial

- Product roadmap generation
- New product introduction
- Understand the customer
- Business development & Sales
- Market discovery
- Customer / product / business model innovation
- End to end, from concept to commercialisation
- Public & private fund raising

### Project / Technical

- APM & PRINCE 2 project/programme management
- People management & mentoring
- Led teams / groups of 2 - 50+
- Invention / problem solving
- R&D / NPD with 4-7 figure budgets
- Lean innovation & agile development
- Intellectual property protection & exploitation
- Technology transfer & venture vetting

## EXPERIENCE

### INNOVATION CONSULTANT, MENTOR – TINNOCO - 2013-

Offering a range of consulting, contract & mentoring services throughout innovation, management, business, change, entrepreneurship, NED, IP, team and company culture to assist companies to succeed.

### INTERIM GLOBAL SALES MANAGER & MENTOR – GRANTA DESIGN

With declining sales and poor H1 performance, brought in to fix the team. A combination of mentoring and creating a strategic level shift in how the sales process worked, turned around 10% sales target at end Q2 to 110% (exceeded target) by end Q4.

### ENTREPRENEUR MENTOR – JUDGE BUSINESS SCHOOL, UNIVERSITY OF CAMBRIDGE

Mentor for the intensive Ignite Accelerator course designed to turn ideas into successful business ventures for candidates (individuals & companies) from around the world.

### BUSINESS COACH – BIOCITY

Coach for the Next Business Generation business incubator at BioCity, Nottingham. Coaching a wide range of companies, many digital, in the lean innovation methodologies centred on finding and addressing customer problems.

### **STRATEGIC INNOVATION MANAGER – ARJOHUNTLEIGH - 2011-13**

Brought in to return innovation to a \$B med-tech company that had substantially become a supply-chain for existing products. Created the innovation plan and roadmaps for future products & services. Worked closely with R&D to restart projects stalled at Stage Gate 1 & 2, and with product managers, marketing and sales to properly understand their customers. Resulting in increased sales, clear roadmaps, major restructure, corporate acquisition & a less silo'ed organisation.

### **FOUNDER, CHIEF EXECUTIVE OFFICER – OPTISYNX - 2006-11**

Created a startup company with a co-founder to develop a precision oscillator to address the \$BN telecoms & datacoms markets. Created business model, value proposition, IP strategy & company culture as it grew to 13 headcount, with full P&L responsibility. Through business development and marketing activities gained global awareness from all major players in the field. Raised valuation from £1 to £4M in under 2 years taking the technology from concept to prototype.

### **TECHNOLOGY CONSULTANT, MENTOR – TINNOCO - 2005-06**

Offering a range of consulting & mentoring services to entrepreneurs & early stage companies to validate business models and market need.

### **FOUNDER, BUSINESS DEVELOPMENT – SILICON CELLS / NEXEON - 2004-05**

Realised the value in a patent about to be lapsed based on improved lithium battery capacity. Then set up the company and raised the initial money for what Imperial College states is one of its most successful spinout companies in its history.

### **DEPUTY HEAD, ENG. & PHYSICAL SCIENCES – IMPERIAL INNOVATIONS 2003-05**

Senior technology transfer, licensing and Carbon Trust executive working to protect and commercialise inventions and technology arising out of Imperial College.

### **SENIOR TECHNOLOGY & PROD DEV CONSULTANT – THE TECHNOLOGY PARTNERSHIP - 1997-2003**

From bench scientist to project then programme manager, sold and managed technology development projects to major international clients working as an outsourced R&D, D&D, NPD, NPI function for them.

### **RESEARCH SCIENTIST – SHARP LABORATORIES OF EUROPE - 1994-97**

Investigated a measurement technique for liquid crystal displays. Helped avoid \$MM wasted investment.

### **MANAGEMENT TRAINEE – ROLLS-ROYCE - 1990-94**

An integrated training course combined with working across every company function from R&D to services.

## **EDUCATION**

### **UNIVERSITY OF EXETER – DOCTORATE**

Optical characterisation of ferroelectric liquid crystal displays with artificial intelligence and neural networks.

### **UNIVERSITY OF DURHAM – APPLIED PHYSICS BSC 2:1 HONOURS**

### **UNIVERSITY OF DERBY – DIPLOMA IN FOUNDATION ENGINEERING**

### **BURY GRAMMAR SCHOOL – A'LEVELS: 3A, 1B O'LEVELS/GCSES: 8A, 2B**

## **ADDITIONAL INFORMATION**

For more detail about skills, experience, professional development, education, activities and interests please visit [mikulininnovation.strikingly.com](http://mikulininnovation.strikingly.com), [tinnoco.com](http://tinnoco.com) & [uk.linkedin.com/in/DMinnovate](http://uk.linkedin.com/in/DMinnovate). [20170309]

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