

# FREDERICK A. HEGG

## EXPERIENCE

### TELEDYNE BENTHOS, INC. (AUGUST 1999-APRIL 2008)

#### **Geophysical Systems Product Line Manager** (September 2007 – April 2008)

- Assumes lead role in identifying and justifying new business opportunities while managing the needs of existing customers.
- Coordinates and drives cross-functional groups that include Sales, Marketing, Product Development, and Customer Support within a defined business area for the worldwide market.
- Champion and advocate for the product line and the product vision/roadmap.

#### **Survey and Inspection Systems Program Manager:** (November 2005 – September 2007)

- Directed Research & Development and developed a 24 month plan of forward looking strategies for the Geophysical and ROV product lines.
- Integrated Research & Development projects with the Sales and Marketing strategies to successfully introduce new products and services to the market.

#### **Geophysical Products Engineering Manager** (May 2004 – October 2005)

- Responsible for the recruitment and staffing of the Geophysical and ROV Product lines Engineering team.
- Implemented a highly skilled team of engineering professionals each with more than 20 years experience during this brief period. Additional Engineering resources recruited were also used for the Taptone Product Line. Dedicated resources were put in place for securing government funding opportunities for geophysical and ROV product development.
- Responsible for managing the Geophysical and ROV engineering resources to provide new product development, product updates, product support and technical sales support, while also implementing and coordinating the 24 month product development goals and strategies.

#### **Geophysical Program Manager:** (June 2002 – May 2004)

- Directed Research & Development of new products and services as well as related Sales and Marketing strategies for the Geophysical Products.
- Integrated Research & Development projects with Sales and Marketing strategies to successfully install new products and services and to revise existing Geophysical Products.
- Oversaw Geophysical Engineering Team and Geophysical Product Development teams.

#### **Systems Integration Group Manager:** (August 2000 – June 2002)

- Responsible for managing the Geophysical and ROV engineering resources to provide new product development, product updates, product support, while also developing and coordinating product documentation.
- Addressed product applications and competitive challenges as the company's resident technical sales support. Primary engineering function was System integration and project management.

#### **Geophysical Products Senior Product Engineer:** (August 1999 - August 2000)

- Responsible for managing the geophysical product line engineering resources to provide new product development, product updates and product support. The Geophysical Products Group core line was a family of linear swept FM PC based systems utilizing DSP technology to provided high resolution acoustic imagery of the sea floor.

### DATASONICS INCORPORATED (SEPTEMBER 1980-AUGUST 1999)

#### **Geophysical Products Team Leader/ Product Line Engineer:** (September 1995- August 1999)

- Responsible for leading and coordinating a team of professionals from all aspects of a product group including Sales, Marketing, Engineering and Manufacturing.

#### **Project Engineer:** September 1993- September 1995

- Lead specific Geophysical sub bottom and acoustic imaging products and projects.

#### **Engineering Technician:** February 1992- September 1993

- Assisted in the design of the SIS-7000 system; a linear swept FM, PC based deep towed side scan sonar system utilizing DSP technology for high resolution sea floor imaging.

#### **United States Marine Corp.:** February 1986- February 1992 – see Military

**Research and Development Technician:** December 1984-February 1986

- Responsible for assisting in the design/development of prototype hardware and custom engineered products to include releases, transponders, beacons, ranging systems and profilers.

**Production Technician:** November 1982-December 1984

**Electronic Draftsman:** September 1980-November 1982

## **EDUCATION**

**UNIVERSITY OF NEW BRUNSWICK** January 2006

Ocean Mapping Group Multi-beam Course

**JOHN C. CALHOUN COMMUNITY COLLEGE** May 1991

A.A.S. Missile and Munitions Technology

Graduated Summa Cum Laude, 4.0 GPA

Additional engineering related courses taken at Craven Community College, North Carolina and UMass Lowell, MA

**IMPROVED HAWK CW RADAR REPAIRER** May 1991

Distinguished Graduate earning a 99.29% average for a 45 week course

**IMPROVED HAWK INFORMATION COORDINATION CENTRAL MAINTENANCE** April 1987

Distinguished Graduate earning a 98.94% average for a 37 week course.

**UPPER CAPE COD REGIONAL TECHNICAL SCHOOL** June 1982

Participated in the electronics co-op training program during which I was employed by Datasonics, Inc.

## **MILITARY**

**UNITED STATES MARINE CORPS  
(FEBRUARY 1986-MARCH 2001)**

**ACTIVE RESERVE - HONORABLE DISCHARGE MARCH 2001**

**Tech Chief:** July 1995-April 1999

- Responsible for maintaining and repairing all communications assets for an infantry battalion. Security Clearance: Secret

**ACTIVE DUTY - HONORABLE DISCHARGE SEPTEMBER 1993**

**Section Chief:** May 1991-February 1992

- Management of the CW Radar section of an anti aircraft missile battery which included; System level troubleshooting of FM/CW radar and display consoles; maintaining equipment repair records and training of new personnel.

**Shops Chief:** May 1987-March 1990

- Management of the an anti-aircraft missile battalion's repair assets which included; maintenance of Test Vans; component level repair of Maintenance Float assets; provide contact teams for field support as necessary and training of new personnel.
- Navy Achievement Medal was awarded for performance in this position.

## **SKILLS**

My most marketable skills are:

- I have the ability to lead a diverse team of professionals to reach business objectives;
- I have 25 plus years of practical hands-on experience in product development and leadership;
- I have experience with a variety of acoustic systems utilizing DSP technology.
- I have field experience in applications engineering, field service, sales and system integration under a variety of conditions throughout the world.
- I am an aggressive self starter and can quickly adapt to a changing business environment.

## **REFERENCES**

**References will be provided upon request.**