

DR DOMINIC MIKULIN

contact me via <http://mikulininnovation.mystrikingly.com/#contact>

<https://uk.linkedin.com/in/DMinnovate> (LinkedIn)

<http://mikulininnovation.mystrikingly.com/#key-strength> (Bio - further useful information)

PROFILE

Creating and commercialising products customers want, through a combination of customer driven innovation, intellectual property (IP) management, business strategy, new business development, product development, user experience and programme management. I love the entire process and enjoy working in any single area or in roles encompassing some or all of them. With creativity and the art of gentle persuasion, as happy being customer facing as running the internal teams, adaptably taking ideas forward to reality.

Tending to focus on high-tech-product and technology companies, but have shown the benefit of applying the innovative process in any function of any organisation of any size. From the tech side, the business-development / sales side and the board. With individuals, small teams to multiple large teams. Innovating and solving complex problems to improve companies and/or their products and services, whether by finding adjacent; tangential or entirely new markets for existing and new offerings.

Leading, managing, innovating, coaching and mentoring to get to the win-win scenario of having a happy team within the company and a delighted customer.

TRANSFERABLE SKILLS

Analytical thinking, problem solving, creativity & innovation

A degree in applied physics and a doctorate (PhD) in the physics of LCD displays, my entire career has drawn from and enhanced my analysis methods. I started out as an inventor and innovator. I have applied these abilities to solve complex problems in every role in my career from creating new products, to improving processes, to managing and leading multinational, distributed teams and projects.

Creativity, adaptability and solving complex problems form the fundamental core of my skills.

It is only possible to devise the correct or optimised solution if you first successfully analyse the problem. It may sound obvious, but most failed ideas, projects and even companies fail for this very reason.

Analysis does not have to be all-encompassing or take a long time, but it does have to be unbiased and correct.

Verbal & written communication & presentation

In contrast to many scientists and engineers, early in my career I realised that regardless of the technical complexity of a project, often the most difficult part is the communication between team members & with the client. Adaptability is a vital skill to doing this effectively

As an amateur student of psychology since then, I have given equal weight to ensuring all stakeholders are informed and fully understand their part, increasing my emotional intelligence in the process.

Often overlooked in technology and product/service developments are the fields of user experience and user interface. However for a product to be a success it is vitally important that these interfaces to the user are understandable and pleasurable.

Project management, management & leadership, including director & CEO

Management is an entirely separate and important skill in itself, even though it is often overlooked in today's mechanisms of promotion. Management is about understanding and being able to guide others to achieve objectives and is best achieved by mutual trust and agreement, rather than by wielding power. Combining EQ and broad technical knowledge, I have successfully managed teams large and small, local, remote and work-from-home, vertical and end-to-end.

Trained in APM project and time management of which agile and waterfall are subsets, I have brought the rigour and flexibility of these methods to critical projects throughout my career, whether they are product development or business development growth strategy.

Leadership is often confused with management, but is another distinct skill – one of inspiring, guiding, mentoring and bringing everyone and everything together to a common vision. I have led teams, departments and companies with great success. Leaders are often evangelists, as are the best business development professionals, where selling happens automatically as interest and enthusiasm for the product develop in the client.

Technology, coding, IT, data analysis etc.

Below is a list of the many high-tech and technology fields in which I have worked. With this breadth I am in a position where I can state that most companies, technologies, projects and people, regardless of the exact sector or role, face almost identical issues in the development of an idea to a customer proposition.

I can apply myself to any technology. I'm a data analysis guru – including working out what the correct data is that should be analysed (as often issues arise either by using the wrong data or the incorrect analysis). I can program, but not to the level of a dedicated coder. Computer and software literate – a “power user” of IT.

I also have plenty of experience with legal, financial, marketing, sales, regulatory, manufacturing and HR.

PROFESSIONAL EXPERIENCE

Innovation consultant / technology evangelist / customer guru / business specialist / mentor

Tinnoco Consulting: 2013-Present

Providing a range of business consulting services, mainly for startup, scale-up, SMEs in the high-tech and technology area.

Example long & short contracts include:

- **Market research, customer research, IP assessment and business model strategic planning** for *Echion Technologies* to find the market gap for a fast charging Li-ion battery out of Cambridge University. Focused on unique selling points (USP) of the novel technology.
- **Customer and business development** of a novel AI driven method of recruitment “matchmaking” for *CharacterISE*.
- **Interim head of business development** for *Dovetailed*, prospecting and networking to find new customers for the human-centred, user-experience (UX) / user interface (UI) design consultancy together with innovation and product development. Filled prospect pipeline and expanded field.
- **Interim global sales manager** at *Granta Design*, running a SaaS sales team together with strategy development, change management, team building/development, coaching, programme management & customer engagement. Reversed morale and sales decline, hitting EOY target.
- **Entrepreneur mentor** at *Cambridge Judge Business School*, coaching current and aspiring entrepreneurs from around the world in a fast-track MBA style course.
- **Startup business coach** at *BioCity*, taking multiple cohorts of startup founders on a lean innovation process from their very first step, including business model design, lean startup, customer development, UI / UX design, IP protection and business mentoring.

Strategic director of innovation / innovation manager / head of innovation / product innovation

ArjoHuntleigh: 2011-2013

- Spearheaded the creation and implementation of an innovation and change management strategy across product development, process development, business model development and corporate strategy.
- Supported divisions company wide to foster a positive innovation culture.
- Liaised with key customers and key opinion leaders to find the voice of the customer.
- Performed business evaluations of innovative technologies internal and external.
- Managed external consultants and contractors to deliver fast-track developments.
- Established and managed a front-end innovation process to complement the existing product development process (PDP).
- Proactively supported innovation strands within NHS and overseas healthcare provider organisations together with IP portfolio management and mining.
- Developed various internet of things (IoT) devices for hospitals and healthcare professionals.

Co-founder / CEO / chief executive officer / startup manager / managing director /board of directors

OptiSynx: 2006-2011

- Founded startup, high technology, hardware company out of Cambridge University.
- Created company strategy, R&D programme, customer and business development, business plan.
- Raised grant, business angel and equity investment funding.
- Recruited and grew the company from headcount of 2 to 13.
- Invited to give guest presentations at key industry events.
- Developed relationships with customers, collaborators, competitors and acquirers.

High-tech technology start-up founder / director / CEO / chief executive officer

Silicon Cells (now Nexeon): 2004-2005

- Realised the potential of a patent about to be dropped from the portfolio.
- Presented business plan to venture capital and angel investment groups.
- Raised initial investment for what has since become one of Imperial Colleges most successful spinouts.

University technology transfer officer / senior licensing executive / startup manager / bus. mentor

Imperial Innovations: 2003-2005

- Managed and curated the patent portfolio for the engineering and physical sciences half of the university.
- Led invention disclosures, augmenting their scope and value prior to patent application.
- Spearheaded the close collaboration with the Tanaka business school to match MBA students with technologies to create spinout company opportunities and licensing deals.
- Worked with major grant funding bodies across UK and Europe (FP6, FP7, Horizon 2020 etc.) including the Carbon Trust to create industry-academia collaborations.
- Won scholarship to attend the Executive-MBA entrepreneurship course.

Senior tech. consultant / management consultant / technical project manager/ development engineer

The Technology Partnership / TTP Group: 1997-2003

- Inventor, scientist, engineer, researcher and developer, project manager, matrix manager, programme manager
- New product development, R&D: developed concepts, demonstrators, prototypes and business models across broad range of technologies.
- Client liaison, business development with some of the largest, respected companies in the world.
- Repeatedly delivered solutions to previously intractable problems on time and on budget.
- Led teams with head counts >50 and budgets from 4-7 figures

Research scientist / R&D scientist / design engineer/ liquid crystal display engineer/ optical physicist

Sharp (Sharp Laboratories of Europe)

- Won scholarship to work with Sharp during my PhD
- Developed optical / artificial intelligence (AI) measurement technique to elucidate the material structure.
- Pivotal in the decision not to do a major investment into SSFLC display technology from findings of research, saving the company many \$M.
- Used guided machine learning, neural networks and genetic algorithms to solve a non-orthogonal, multidimensional, big data optimisation.

Research & development (R&D) scientist / mechanical, electrical, electronic engineer

Rolls-Royce

- Won scholarship to undertake an integrated, comprehensive management training course working across every company function from advanced R&D through to site maintenance while doing BSc degree.

EDUCATION

PhD Physics Doctorate – University of Exeter

BSc Hons Applied Physics Degree– University of Durham

Foundation Engineering Diploma – University of Derby