

Jack Salerno

Experienced Early Stage CEO/COO | Advisor | Strategy | Innovation & Technology Commercialization | Acquisitions

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Summary

Experienced executive and board member with expertise in strategic business development, “Tough Tech” technology commercialization and product development, financing, operations, intellectual property, crisis management, and export and government contracting regulatory compliance. Over thirty years of work experience with a career spanning R&D management through CEO and Board Member. Focus on start-up and rapid-growth enterprises emphasizing the development and transitioning of emerging technology into successful commercial products. Financing experience includes leveraging non-dilutive financing, venture capital, and public markets. Company building through partnerships, acquisitions, and technology licensing. Several successful exits through acquisition and IPO. Early stage investor.

Technical, go-to-market, and company-building expertise in Internet of Things platform and sensors, photonics, semiconductor and photonic materials and devices, micro-displays and display systems. Innovations generated \$100M’s revenue and are employed in smartphones, optical communication systems, AR/VR displays, and defense systems.

Skilled in building Intellectual Property portfolios. Inventor on over 30 US patents.

Numerous technical papers and presentations in the fields of electronic materials, electronic and photonic devices, liquid crystal displays, micro-electro-mechanical devices, and thermal imaging. Principal investigator for research programs sponsored by the National Science Foundation, and the Departments of Defense, Energy, and Commerce.

Areas of Expertise:
CXO | Board Member

Startup & Early Stage Companies | Innovation and “Tough Technology” Commercialization | Strategy & Business Development | Bootstrap & Non-Dilutive Financing | Intellectual Property Management | Partnerships & Acquisitions | Business Transformation & Crisis Management

Areas of Specialization:

Startups | IoT Platform & Sensors | Electronic Materials | Photonics | Semiconductors & MEMS | Imaging | Display Technologies

Experience

Independent Consultant

Consultant / Advisor

January 2020 - Present

Greater Boston Area

Consulting, advisory, and mentoring based on my CXO operational experience in fast-paced startup and emerging company environments and navigating to timely execute in these sometimes capital and resource constrained environments.

Sensera, Inc. / Sensera Ltd

Co-Founder, EVP and Business Development Officer

July 2016 - January 2020 (3 years 7 months)

Woburn, MA

Sensera is an Internet of Things solution provider that delivers sensor-based products that transform real-time data into actionable information and value. Sensera's Boston-based Microdevices business unit designs and produces specialized microsensors and micro-components for medical, life science, and industrial markets. Its IoT business unit provides components, systems, and platform for location-based sensing and analytics. Activities focused on business growth opportunities through acquisition and partnering, closing a key acquisition and three key partnerships. Integrated in-house MEMS fabrication with real-time-location based sensors and IoT platform. Revenue growth from \$2.5M to \$12M over 3 years. Sensera is publicly listed on the Australian Stock Exchange (ASX:SE1). Founding President and board member of Sensera when spun off from Triton Systems.

Triton Systems, Inc.

Executive Vice President

December 2015 - April 2017 (1 year 5 months)

Chelmsford, MA

Global venturing company creating product-driven enterprises through a stage-gate development and verification process. Accelerated product commercialization by forming business ventures around new technologies developed and incubated by Triton using a commercialization model of matching in-house expertise with external resources, including conceptualization, startup, and spin-off of Sensera business.

Agiltron, Inc.

Member Board of Directors

April 2013 - December 2015 (2 years 9 months)

Woburn, MA

Agiltron, Inc.

President and Interim CEO (April 2013 to December 2015)

October 2003 - December 2015 (12 years 3 months)

Woburn, MA

Global supplier of photonic components for optical communications and instrumentation.

As CEO, managed company through crisis period and turnaround and reset business direction. Established new board and transformed operational, financial, administrative, and information technology systems to ensure export and government contracting compliance.

Established new business initiatives through new product development, strategic relationships, and both equity and non-dilutive financing. Rapid business growth based on technology developed through non-dilutive funding. Strategic business development including major investment by strategic partner, three acquisitions, and intellectual property licensing. Company experienced average annual revenue growth of 42% over a 10 year period.

SBANE (Smaller Business Association of New England)

Board Member

November 2010 - October 2015 (5 years)

Waltham, MA

Board Member of the non-profit organization Smaller Business Association of New England and chair of its Technology and Innovation Committee.

Xtalight, Inc.

Founder & CEO

2000 - 2002 (2 years)

Greater Boston Area

Photonic Integrated Circuit optical communications components based on photonic crystal (metamaterial) structures. Negotiated and closed private financing and technology license agreement with major university. One of the first commercialization endeavors employing metamaterials for photonic ICs.

Independent Consultant

Consultant & Interim Executive Management. Early Stage Investor.

1996 - 2000 (4 years)

Greater Boston Area

Technical and strategic business consulting. Interim VP and CXO positions for companies in need of market direction and capital. Activities resulted in two high-value acquisition exits and one spin off.

Kopin Corporation

Vice President

1985 - 1995 (10 years)

Greater Boston Area

Several executive positions from company start up to IPO and secondary public offerings, including VP Display Products, VP Corporate Development, and VP Gallium Arsenide Products. Established and grew one of the first compound semiconductor epitaxial wafer businesses including identification and entry to strategic markets and implementing manufacturing systems and quality methods. Successive product generations of these hetero-epitaxial devices are incorporated in most smart phones and mobile communication devices in use today. Commercialized silicon based micro-display technology and products directly supporting IPO. These display products are incorporated in defense systems, AR/VR wearables, and other commercial products.

(Nasdaq: KOPN)

GTE Laboratories

Staff Member

1983 - 1985 (2 years)

Central Research Laboratory for GTE Corporation (acquired by Verizon). Senior Member of the Technical Staff. Established and directed new laboratory for molecular beam epitaxy of hetero-structure devices for both fundamental research and communications product development.

Conducted research and development directed toward advanced electronic and optoelectronic devices utilizing quantum confinement phenomena, much of which is published and contributed to the foundation for current day high speed electronics such as used in 5G networks.

Education

Massachusetts Institute of Technology

Doctor of Philosophy (Ph.D.), Materials Science (Concentration in Electronic Materials, Minor in Management - Sloan School) · (1978 - 1983)

Vanderbilt University

M.S., Electrical Engineering · (1976 - 1978)

Ohio Wesleyan University

B.A., Physics and Mathematics · (1972 - 1976)