



JEFF DROTHLER

COMPONENTS - INTERCONNECTS - SYSTEMS



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 www.drothler.com
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SKILLS

- Assessing and serving the needs of designers and engineers.
- Presenting complex ideas in audience-appropriate terms.
- Collaborating to solve problems and achieve objectives.
- Capturing and structuring information to make it useful.
- Configuring devices, computers, networks and services.

EDUCATION

Master, Business / InfoTech (1992)

Johns Hopkins, Baltimore, MD

Bachelor, Mass Media (1980)

Temple University, Philadelphia, PA

Associate, Electronics (1976)

Harrisburg Community College, PA

ACHIEVEMENTS

- **Products sold** include automation devices, computer peripherals, connectors, contract manufacturing, design services, electrical power distribution, fiberoptic components, industrial cables and lighting, inventory management, networking devices, sensors, signal integrity software, structured wiring systems, training services and more.
- **Customers** included Apple, Applied Materials, Cadence Design Systems, Cisco, Haas Automation, Intel, Lam Research, Massachusetts Institute of Technology, SpaceX, Tesla, Walt Disney Imagineering and hundreds more in Asia, Europe and the USA.
- **Created** catalogs, datasheets, documentation, presentations, proposals, videos and websites.

EXPERIENCE

INTERNATIONAL (1997 - 2024)

- Business travel to Canada, China, Hong Kong, Japan, Malaysia, Mexico, South Korea, Switzerland, Taiwan and The Netherlands.

LAS VEGAS, NEVADA (2007 - 2025)

Sales, marketing, media and entrepreneurship

- Drothler Designs - infotech - Apple developer - (2024-now)
- Molex - industrial automation hardware - field sales (20-23)
- Heilind Electronics - components/devices - field sales (18-20)
- Lapp USA - bulk cable warehousing - field sales (16-18)
- Galleria Arte Fino (Venetian Shops) - fine art - sales (15-16)
- Spanish Trail Country Club - golf memberships - sales (13-15)
- Professional Institute of Technology - training - manager (13)
- Nevada Public Computer Centers - federal grant - leader (10-13)
- AM Networks - metropolitan network monitoring - sales (07-08)

SAN FRANCISCO BAY AREA, CA (1993 - 2006)

Technical sales, team leadership and international travel

- Klio Systems - security consulting - operations/sales (05-06)
- Sanmina - custom cable assemblies - design/sales (02-05)
- Foxconn Optical Technology - fiberoptic devices - sales (01-02)
- JDS Uniphase - telecom lasers and devices - field sales (99-01)
- DiCon Fiberoptics - telecom lasers and devices - sales (99)
- AMP - connectivity devices - marketing and field sales (93-99)

HARRISBURG, PENNSYLVANIA (1973 - 1993)

Mechanics, electronics, networks and telecommunications

- AMP - electrical components - development and sales (88-93)
- Executone - audio systems - design and installation (80-87)
- WMSP-FM - volunteer - studio and field recording tech (79-85)
- Bell Telephone - telecom - cable installation (73-74 summers)