

Philip Drachman
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Skills

- ✓ Proven leadership and management capabilities, excellent communicator and motivator
- ✓ Expertise in strategic analysis and thinking, market analysis and writing, and project management
- ✓ Authored more than 60 technical market reports with forecasting data, and research papers
- ✓ Knowledgeable in energy, electronics, materials and technology
- ✓ Extensive global networks in the technology, science and biotech sectors
- ✓ IT strategy development, PC support, training, information and web management
- ✓ Social Media – setting up and managing LinkedIn, Facebook, Twitter
- ✓ Office Applications: Advanced user of Microsoft Word, Excel, Access and PowerPoint, Visio
- ✓ Programming: Visual Basic, MySQL, web and Java
- ✓ Operating Systems: Windows, DOS, MAC and Linux

Writing Expertise

Market

Business plans & market strategies

Technology market focused reports with up to five year forecasts

Forecasting

MARCOM

Press releases

PowerPoint presentations

Investor relations portfolio (PPM + investor kit)

Grant writing

Social media

Scientific

Scientific papers for peer reviewed journals (write and review)

Posters for exhibitions

Scientific data retrieval and compilation

FDA applications – 510K & IND

Technical

Product descriptions

Product brochures

Data sheets

White papers

User guides and manuals

Work Experience

2006 – Present Research / Senior Market Analyst

BCC Research – USA

Europa Connect – UK

Fuji-Keizai – USA & Japan

Greentech Media / GTM Research - USA

n-tech Research – USA

Pike Research - USA

Smithers Apex/ Smithers PIRA – UK & USA

Strategic Business Insights – UK & USA

These boutique firms publish market technology reports on various sectors including energy, printed electronics, plastics, biomaterials and packaging, as well as retail consumer markets

- ✓ Initiate market research interviews and analysis with key developers and suppliers along the supply chain
- ✓ Author market/technology focused comprehensive reports with forecasting for niches within emerging technology and consumer markets

1996 – 2005 Technical / Market Writer

- ✓ Managed technical, business, market and grant writing activities in various sectors:
 - Biotech: Amazon Biotech Inc, AMDOCS, Advanced Plant Pharmaceutical Inc, Biomedicom, Bio-Information Systems.
 - Technology: Comverse, GE Capital, DoroTree Technologies, Exxon Corporation, Gilon Business Insight, Navitek Ltd., Hazard Evaluation Laboratories Inc, RAD Data Communications, Zamir Ltd., Solsway International, SupportSpace.com

1996 - 2005 Scientific Editor

Chapman & Hall / CRC Press - England

Chapman & Hall / CRC is a leading US & UK publisher – providing major scientific reference works in print, CD-ROM and online formats

- ✓ Worked with publishing team to keep CHEMnetBASE up-to-date – to make available some of the world's major reference works from any desktop computer
- ✓ Researched and archived scientific commercial information for major databases including:
 - Combined Chemical Dictionary (CCD)
 - The Handbook of Chemistry & Physics
 - Polymers: A Property Database
 - Properties of Organic Compounds

1988 – 1995 Technical Specialist

Exxon Chemical Canada – Canada

Education

1988 Master of Science Degree – Organometallic Chemistry, Queen's University - Canada

- ✓ Awarded National Science and Engineering Research Council Scholarship and Queen's Graduate Fellowship

1986 Bachelor of Science Honors Degree - Materials Science, University of Glamorgan - Wales