



Jeff Frantz

Expertise

Mr. Frantz has 25 years experience in business development, sales, marketing, and account management in the engineering services business environment. He has supported sales, implementation, and training of CAD/CAM/CAE software products. He has 15 years of management skills in creating and growing small services businesses, penetration of new markets, and customer satisfaction.



Education

University of Cincinnati

Master of Science Degree in Mechanical Engineering, 1981 (summa cum laude)

University of Cincinnati

Bachelor of Science Degree in Mechanical Engineering, 1976 (summa cum laude)

University of California at Los Angeles

Executive Management Certificate, 1986

Business Experience

Quartus Engineering Incorporated, San Diego, CA

Vice President of Sales and Marketing

February 2002 to present

Responsible for business development including establishing new strategic customers and increasing the size of the engineering staff.

ATA Engineering, Inc.

Business Development Director

April 2000 to January 2002

Responsible for business development including establishing new customers and markets. Supported spin-off of ATA from parent company, SDRC. Managed the shareholder's stock option plan. Managed the software training business.

Structural Dynamics Research Corporation
Business Development Director and Sales Management
June 1979 to March 2000

Responsible for business development including establishing new customers and businesses. Responsible for software sales support for 5 years. Grew the services business in San Diego which led to the 2000 spin-off.

Procter and Gamble
Process Engineer
June 1976 to June 1979

Responsible for various engineering tasks including process plant improvements, structural analysis, and equipment vibration reduction.

Additional Information

- Various sales awards from SDRC including President's Club 1996 and 1997
- Skills in account management, setting up and running an internal business, territorial expansion of a services business, software sales, and team building

Affiliations

- Member, American Society of Mechanical Engineers (ASME)
- Senior Member, American Institute of Aeronautics and Astronautics (AIAA)

Last updated on January 18, 2008

