

Dariusz Rafinejad, Ph.D.

171 Main St., #308
Los Altos, CA 94022
650-269-9944
dariuszrafi@msn.com



Business Experience

25 years of experience as a senior executive in high-tech industries in Silicon Valley, California:

1. **Blue Dome Consulting** President and Founder; 2004-present:
Partner with high-tech executives for product and business leadership in solar energy and semiconductor industries, applying theoretically-based best-known-methods that are verified by deep knowledge of experience.
Corporate clients include: Novellus, SanDisk, Brewer Science, Aviza Tech, MKS, AMEC (China), SoloPower, Intevac, HJ SolarTech, Crossing Automation, Orbotech
2. **Applied Materials Corporation** Corporate Vice President & General Manager, 1999-2003:
A \$4 to \$10 billion company and the leading manufacturer of semiconductor process equipment.
 - o Vice President & General Manager, Synexis and Software Division: a \$300 million division supplying automation, platform and software products to all company business units.
 - o Corporate Vice President & General Manager, CMP (Chemical Mechanical Planarization) Business Unit: a \$400 million BU with a dedicated manufacturing operation and more than 65% market share.
 - o Process Module Business Unit: created and managed a new business unit to move Applied Materials up the value chain and to offer a disruptive integrated-micro-fabrication solution to semiconductor manufacturers.
 - o Vice President, Organizational Development – Applied Materials Global University: an internal university with over 500 courses on the curriculum.
3. **Lam Research Corporation** Vice President of Software/Automation and Product Platforms, 1984-1998:
A billion dollar manufacturer of semiconductor process equipment. Assumed key management roles in development and commercialization of multiple product lines. Was responsible for development of the Rainbow Product Line that propelled Lam to grow to a billion dollar company.
4. **Acurex Corporation** Director of Development Projects, 1974-1984:
A solar energy and environmental engineering company in Mountain View, California. Developed solar thermal electric and photovoltaic products and managed design and installation of multiple solar power systems for commercial customers.
5. **Startup** Companies
 - o **Image Science Corporation** investor and member of the Board of Directors, 1996-1999: a start-up company in dental digital imaging business.
 - o **TradeSpeak.com Corporation** investor and member of the Board of Directors, 1999-2000: formed to develop and host an online virtual trade-show venue.

- **Semy Engineering Inc.** Member of the Board of Directors, 1998: a factory automation software company in Phoenix, Arizona with annual sales of \$15 million.

Academic Experience:

1. **Stanford University**, 2006-present
 - Consulting Associate Professor, Management Science & Engineering Department
 - Research Scholar and Industrial Mentor at Product Realization Network (PRN)
 - Affiliate Faculty and Adviser at E-IPER (Emmett Interdisciplinary Program in Environment and Resources)

Courses:

- Sustainable Product Development and Manufacturing (MS&E 264)
- Management of New Product Development (MS&E 266)

2. **Presidio Graduate School – Sustainable MBA and MPA**

- Core Faculty member, 2008-present

Courses:

- Sustainable Products & Services
- Sustainable Energy Management – CleanTech Management Series

Research interests:

- Sustainable Product Development, Manufacturing and Supply Chain Management
- Renewable Energy Systems

Publications:

- **Book:** “Innovation, Product Development and Commercialization”, J.Ross Publishing, 2007.

- **Case Studies:**

1. Chevrolet VOLT - A Disruptive Innovation Bridge to Electrified Transportation;
2. Development of Prius Hybrid Vehicle-Cases A &B;
3. Sustainable Production in the Chemical Industry - WACKER Sets a Good Example at its Burghausen Site;
4. WACKER Invests in Production of Solar Silicon;
5. Reverse Logistics as a Profit Center at Cisco Systems, Inc.-Cases A & B;
6. A Tale of Three Bins at Sabre Holdings Corporation.

- **Papers and Book Chapters:** Modeling Sustainability in Product Development & Commercialization; Economic Models of Sustainable Products & Manufacturing; Transition to Sustainable Product Development & Manufacturing; Replacement Decisions for Potentially Hazardous Substances; Local vs. Global: The Impact of Global Sourcing on Environment; Teaching Sustainable Product Innovation, Development and Manufacturing.

3. **University of California, Berkeley, Haas School of Business**, Adjunct Professor

- Spring 2011: co-teach Cleantech-to-Market (C2M), a course on market assessment of technologies in development at Lawrence Berkeley National Laboratory (LBNL) and UC Berkeley.

- 1998-1999: taught two courses: “High-Tech Marketing” and “High-Tech Marketing for Entrepreneurs”.
- 4. **Executive Education Program in Shanghai, China:** Business Leadership & Technology Innovation; 2006-2010.
- 5. **Budapest University of Technology and Economics (BUTE):** seminars in “New Product Development” and “High-Tech Marketing”, 1999- 2006.
- 6. **Sharif University, Department of Management & Economy, Iran:** Executive courses on Export Marketing & New Product Development, 2004-2006
- 7. **St. Petersburg State University, Russia:** Visiting Professor; short course in “High-Tech Marketing”, 1999.
- 8. **Menlo College,** Atherton, California, an undergraduate business school: Dean of Management, 1998-1999.

Education

1. **Ph.D. & M.Sc.** Thermal Sciences in Mechanical Engineering, University of California, Berkeley, 1970; **B.Sc.** Petroleum Engineering, Abadan Institute of Technology, Iran, 1966.
2. **Post-Doctoral Research,** Imperial College in London, England, 1972-1974.
3. **Professional Education:** Executive Engineering Management, Stanford University, 1988.