

Christopher A. Humphrey

3220 Herman Ave. San Diego, CA 92104 (858) 663 8148 chris.a.humphrey@gmail.com

SELECTED REFERENCES

“Chris is a hard working, talented individual with high intellect and a clear understanding of all aspects of marketing. He has a strong ethical compass and possesses innate personal integrity. Chris performed consistently at a high level, was always reliable and never late. I fully trust his judgment and I rate Chris as one of the strongest communicators (written, verbal and presentations) that I have ever worked with.

One of Chris’ most significant contributions included staffing and re-building the marketing organization. He established our channel marketing team and led the group to achieve industry awards and accolades from our channel partners. He also established our marketing communications team, delivering a 10x increase in internally generated leads through an aggressive program of trade shows, outbound mailings, customer focused contests, advertising, press relations (Chris excels at professional networking) and web optimizations. Chris was able to establish industry and press recognition above many of our competitors on a much smaller budget. Many of the Company’s product awards are a direct result of Chris’ personal touch and perseverance with the industry’s leading editors.

The Lantronix senior executives and I highly respect Chris’ leadership skills. He is an accomplished team player. Chris is quick to acknowledge other’s contributions and has a keen sense of what it takes to motivate the people around him (both subordinates and peers). Chris is a big-picture, creative thinker with a strong need to get-down-to-business and execute a detailed plan. I will speculate that Chris’ strongest attribute arises from a unique combination of analytical thinking skills and his intuition concerning customer behaviors. Wherever it comes from, I like the way he thinks. The more I worked with him, the more valuable his perspectives became. Personally, Chris became a valued confidant who consistently contributed new perspectives to my thinking about the business.

Chris will make a large positive impact on whatever endeavor he chooses to get involved with. I highly recommend him without any reservations. If there is a context fit with your business, you will be hard pressed to find someone as capable as Mr. Humphrey”

Marc Nussbaum, Fmr. President and CEO, Lantronix Corporation. Chris reported to Marc while at Lantronix

“Chris is truly world class. He has a formidable intellect that allows him to quickly come up to speed and work equally well at either a big picture or a detail level. His interpersonal and organizational skills, coupled with a strong work ethic make him one of the top marketing people I have ever worked with.”

Darrell Smith Fmr. VP Engineering Stonefly Networks, Director Software R&D JNI. Worked with Chris at JNI

“Chris exhibits everything a great leader should - a great attitude, the ability to learn quickly, the will to make things happen and the foresight to get the most out of not only his direct reports, but everyone around him. It's truly a pleasure to be associated with Chris and I miss working with him.”

John Marchiando, VP Industrial Markets, Anixter Corporation. John worked indirectly for Chris at Lantronix

“Chris is a good team leader who has a lot of respect for the knowledge and opinion of his team members and he has the skills to lead a team to success. Not many teams I worked with have been such highly motivated and directed versus delivering and results.” **Dietmar Schnabel, Managing Director EMEA, JNI Corp.** Dietmar worked with Chris at JNI Corporation

“Chris Humphrey is a wonderful leader, an extremely smart technology mind, and about the best quality person you can pack into one body. He was a very good boss at Lantronix, providing much direction, guidance, support, while helping me stay on track. He is amazingly knowledgeable, an engineer by school, and seems to have a total pulse on where technology is heading. He's also a great executive!!! I hope to work with Chris again soon.” **Brett Werner, Sr. Director Internet Marketing, Ingram Micro** Brett reported to Chris at Lantronix

“Chris is a very smart and a prudent steward of precious marketing resources. He does his due diligence before venturing into a marketing endeavor to make sure he can achieve the best results possible”

Oli Thordarson, President Alvala Networks

“I recommended Chris and would do it again and again and again. Chris turns every challenge into a success story.”

Ilene Graney Principal, Graney Consulting Group; SVP Marketing Western Digital Corporation