

Dan Rhodes – Business Development Director- mmWave

When did you join Filtronic?

2005

What attracted you to Filtronic?

My original role was in programme management and was quite closely aligned to a role that I had started in New Zealand a few years before in an RF start-up company in Wellington. The role at Filtronic was within a larger organisation (quite well known to me over the years), working with larger, internationally renowned clients. Also, moving back to the North of England was something that our family wanted to achieve.



What do you enjoy most about your job?

Being part of a world class team based in the North East of England that provides leading technology solutions to some of the best known multinationals around. The contracts that we have achieved over the years demonstrate to me the fantastic capability that exists within our organisation – something that I am proud to be part of.

Describe a typical day?

There is no typical day for me! However, I spend a lot of time talking with clients, network contacts, our engineering team and reviewing the market, trying to identify new opportunities and areas for product / technology developments that will continue to provide Filtronic with an edge in the market. I also spend a lot of time interacting with our technical and operational teams on matters regarding future product definitions, roadmaps, and capability planning. Existing account management and problem solving also keeps me on my toes.

What have been some of the highlights?

My personal view is that Filtronic's strategic decision to shift up in frequency to the high mmWave frequencies was an excellent move. It allowed us to differentiate and enabled us to win some highly prestigious contracts with iconic companies in California and leading OEMs within the telecoms sector. Our E-band product roadmap progressed at break-neck pace and I was very proud to be part of the team that secured business leading to key milestones such as shipping >50,000 E-band transceivers by 2020 and being involved in an ultra-high-capacity airborne link demonstration at 40Gbps, a world record at the time.

How would you describe working at Filtronic?

A roller-coaster ride, surrounded by some of the most capable people in this industry in the world.

