

# Philip M. Glick

Cell 203-645-1830

[Phil.Glick@QEDRobotics.com](mailto:Phil.Glick@QEDRobotics.com)

[www.linkedin.com/pub/philip-glick/3/a48/130](http://www.linkedin.com/pub/philip-glick/3/a48/130)

[www.QEDRobotics.com](http://www.QEDRobotics.com)

---

## Problem Solver Robotics and Machine Vision Specialist

Key engineering and support roles using robotics and machine vision to improve production processes and the bottom line. Proven problem-solver combining detailed analysis with a big-picture view. Strategic and tactical thinker. Passionate about delighting customers. Trusted resource in solution life cycle - sale to installation. Pre-sale technical support to introduce the company, understand the challenge and conceive a solution. Post-install customer support on-site and remote. Comfortable in front of all levels, from production floor to executive management. Effective written and verbal communicating. Fast learner. Develop software in C#, VB.NET, and proprietary robot and vision platforms. Continuous improvement leader. Motivator and mentor.

## Key Accomplishments

- Key team member in the development of 300+ robotic and machine vision solutions for automotive, aerospace, pharmaceutical, food, telecommunication, semiconductor, medical device, photonics, electronics and personal hygiene/cosmetics applications.
- Designed and coded a library of robot, vision and HMI software, reducing development and support costs by 70% and eliminating purchased software licenses. Created accompanying documentation framework.
- Managed rollout of new website, replacing tired and old web presence with a new site and a new marketing message. Daily website visits increased by 50%.
- Supported 3 regional sales engineers with product demonstrations and feasibility studies. Helped drive region to #1 in North American sales for 3 consecutive years.

## Professional Experience

- QED Robotics, LLC**, Westport, CT 2013-Present
- A contract resource to help customers with their robotics and machine vision challenges.
  - Develop software, test, debug and install systems, author documentation, train and support.
  - Assist with safety risk assessments, verification and validation to ANSI/RIA R15.06 and ISO 13849-1 and -2.
  - Use Lego Mindstorm and EZ-Robot educational robot kits to teach high school students about robotics and programming.
- Machine Vision Consulting**, Westborough, MA 2012-2013
- Principal Vision Engineer** at this custom machine vision solutions provider.
- Integrated machine vision and GUI software solutions. Authored accompanying user's manuals.
  - Performed application feasibility studies and demos and authored detailed reports.
- Clear Automation, LLC**, Southington, CT 2004-2012
- Sr. Software Engineer** at this custom equipment designer and systems integrator.
- Developed a comprehensive reusable library of robot, vision and HMI software, reducing development and support costs by deploying a common solution across multiple projects.
  - Integrated robots, machine vision, PCs, HMIs and other equipment to solve manufacturing challenges, improve OEE and control processes for predictable results.
  - Developed software, HMI, testing, documentation and machine safety standards.
  - Authored user's manuals, trained customers and provided field support.
  - Managed design and launch of new website, developed the marketing message, authored all text and selected pictures and videos ([www.clearautomation.com](http://www.clearautomation.com)).

- Member of safety committee.

**Adept Technology, Inc.**, Southbury, CT 1998-2004

**Sr. Applications Engineer** at the largest US industrial robot OEM.

- Provided technical support to sales engineers via feasibility studies and lab demos.
- Provided on-site assistance to new customers for a pleasant “out of box” experience and extended on-site assistance to customers with challenging projects – customers often requested me by name.
- Represented company at tradeshow and open house events.
- Conducted standard and customized training classes.
- Staffed the customer support hotline.

**QED Robotics, Inc.**, Westport, CT 1994-1998

- Provided contract software development services to users of robotic and vision technologies.

**Norton Diamond Film**, Northboro, MA 1992-1994

**Sr. Manufacturing Engineer & Production Supervisor** at this materials and tribology expert.

- Improved quality, safety and production costs by 400%.
- Designed process and equipment layouts for efficiency and safety.
- Key team member to design and commission a \$6 million, 26,000 ft<sup>2</sup> plant in 10 months.
- Assisted Sales and Marketing to develop product specifications and quotes.
- Hired, supervised, appraised, and led 10 production technicians.
- Managed over \$1 million in capital and expense budgets.

**Cimflex Teknowledge Corporation**, Franklin, MA 1989-1991

**Sr. Controls & Software Engineer** at this industrial robotics systems integrator.

- Developed software for the FlexCell line of robotic oddform component inserters for PCB assembly.
- Authored user manuals and trained customers in the use of FlexCell systems.
- Developed four production lines for worldwide manufacture of Ford electronic engine control modules.

**Northrop Corporation**, Norwood, MA and Pico Rivera, CA 1984-1989

**Sr. Automation Engineer** at this aerospace and defense contractor.

- Developed robotic finishing systems to apply coatings to B-2 (Stealth Bomber) subassemblies.
- Developed robotic system to trim, form and tin leads of electronic components.
- Developed robotic systems to assemble gyroscopes for missile guidance systems.
- DOD “Secret” security clearance.

## Volunteer Activities

**Board of Trustees**, Jewish High School of CT ([www.jhsct.org](http://www.jhsct.org)), Stamford, CT 2007-Present

- Founding Trustee. Strategic planning and guidance to develop and implement mission and vision.
- Treasurer, with oversight of all school finances.
- Chair of Budget Committee, assisting Head of School to develop and implement annual budget (\$1M+).

**Board of Trustees**, The Conservative Synagogue, Westport, CT 2000-2005, 2010-2012

- Trustee and Committee Chair.

## Education

**MBA** Boston University, with High Honors 1994

Elected to Beta Gamma Sigma, the national honor society for students of business and management.

**MS** Manufacturing Engineering, Boston University 1992

**BS** Mechanical Engineering, Carnegie-Mellon University 1984