



John Flynn, Business Development and Sales/Marketing
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Education: 1982, BA in Communications/Business Administration - Rollins College, Winter Park FL
Emphasis on small group and interpersonal communications and writing and challenge resolutions for Marketing and Business Development.



August 2017 to Present – Founder and Managing Partner- Flynn Technical Solutions LLC, a technology representation agency fulfilling business development and demand creation roles for manufacturers. Flynn-Tech was conceived and established to bring competent and reliable representation for high reliability brands and products from the leaders in Marine Technologies. Representing marine interconnect, instrumentation, imaging, software, vehicles, and anti-biofouling coatings throughout the U. S. Flynn-Tech’s mission is to support the ocean science, defense, energy, and Federal Markets to assist in sourcing, configuration, and integration of complementary systems, primarily for marine applications with a focus on increasing loyalty and trust in our relationships while offering a high level of service. Drawing from three decades of experience in Aerospace, Airframe and Marine technology, the daily activity of Flynn-Tech offers hands-on design and application engineering assistance to select technology and methods to resolve complex challenges in design, deployment, and reliability scenarios. Flynn-Tech draws on a wide network of allied relationships to assist others in making personal network connections and expanding knowledge and problem solving. Expertise in Subsea Electrical and Optical Interconnect systems long term survivability of power/data transmission networks and sensor integration.



TELEDYNE ODI



TELEDYNE OIL & GAS



TELEDYNE MARINE

May 2004-July 2017 Technical Sales and VP Global Marketing Communications with Teledyne Marine/ Teledyne Oil & Gas, focused on Marine Imaging, Interconnect, Instruments, Seismic and Vehicles. Primarily involved with sales/business development for the Interconnect product lines, with extensive global travel & experience. Early activity focused on growing global sales in defense and ocean science markets. Successfully specified ODI as the standard electrical and optical wet mate interface for the world’s cabled ocean observatories from the US to China. Expanded into a Marketing leadership role in 2007 and created the branding and Marketing communications strategy for Teledyne Oil & Gas, bringing 7 Teledyne companies under one cohesive group. In 2015 Teledyne Marine was officially formed and responsibilities expanded to lead the MARCOM team in conjoining the 23 companies of Teledyne Marine into one focused team with a single branding and Marketing focus. Successfully branded the Teledyne Marine organization within one year.



July 1997 – May 2004 Technical Sales and Market Management with Interconnect focus at Raychem/Tyco Electronics and General Cable – systems for surface ships, submarines, aircraft, aerospace, and ground vehicles. Ultimately responsible for key account management and support for Lockheed Martin in Central Florida. Responsible for technical ruggedized cable harnessing sales and design consulting to the major defense contractors in Florida and the Gulf Coast. Introduced a harness design software system to streamline the design process and create operational efficiencies for the customer base.

February 1984 – July 1997 Sales/Business Development, Sales Management, Branch Management and General Management at Deanco Inc / Richey Electronics, now Arrow Electronics in Orlando Florida. Electro-Mechanical parts distribution with application engineering and consultative methodology for assisting client engineers to select parts and technology to resolve application and design challenges. I learned how to work with Engineers and how to best help them to resolve problems through relationship building and creative innovation.

Business Associations:

MTS Florida Section Chair / Co-Chair
IOTSIA

Recent Activities:

General Co-Chair IEEE/OES MTS Oceans- Charleston – 2018 Conference Co-Chair.
MTS Florida Section Chair/Co-Chair

Personal:

Florida Native and Life-long resident
Happily Married with 7 Children and 8 Grandchildren.
PADI Certified in SCUBA since 1975
Hobbies include Golf, Fishing, Ocean & Environmental Stewardship and Cooking