

# TOM JOBE

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## SUMMARY

**Engineering and Technology Professional** with over thirty-five years experience in design and support of advanced instrumentation including biomedical, medical diagnostics and Life Sciences instrumentation. Biotechnology executive and leader.

## PROFESSIONAL EXPERIENCE

### President & Co-Founder- BioInSpire LLC

**Dec 2016- Present**  
**Oklahoma City, OK**

- Life Science Consulting in Marketing and Commercialization
- Product Guide publication for two market areas in Life Sciences
- Professional job finders for scientists and engineers
- [www.bioinspirellc.com](http://www.bioinspirellc.com)

### Co-Founder & VP-Quality – Essai Sciences LLC

**June 2017 - Present**  
**Oklahoma City, OK**

- Contract Research Organization (CRO)
- Providing bioanalytical testing for Life Science companies
- [www.essaisciences.com](http://www.essaisciences.com)

### Chief Operating Officer & VP Engineering SensiQ Technologies Inc

**Feb 2005 – June 2017**  
**-Oklahoma City, OK**

- Responsible for the management for staff of 22 and overall P&L of the business
- Product development responsibility for bioinstrumentation [www.sensiqtech.com](http://www.sensiqtech.com)
- Responsible for management of all personnel; science, engineering, production, QC/QA, sales and marketing
- Coordination of international distributors in Asia, Pacific-Rim, Europe, Canada and South America, including contracts and annual sales meetings
- Responsible for all R&D and business planning functions including Marketing and Competitive Analysis, Design and Development Planning, Financial Analysis, Product Launch, Risk Analysis and other business activities.
- Responsible for CE-Marking, including EMC and Safety-Agency for all products.
- Coordination of global advertising, conferences, shows, marketing & sales literature.
- Business acquired by Pall Life Sciences in 2017

### Co-Owner Advanced Teknika Group

**August, 2003 – Oct 2004**  
**Norman, Oklahoma**

- Design/process improvements and general consulting services, primarily biomedical companies. New business development, proposal creation, regulatory consultations.

### Director of Engineering BIOMÉRIEUX / ORGANON TEKNIKA

**1990 - July 2004**  
**Oklahoma City, OK & St. Louis, MO**

- Responsible for the development and support of medical diagnostic instruments in the areas of Microbiology, Coagulation, and Molecular Diagnostics.
- Created and maintained R&D departmental procedures for ISO 9000 and FDA Design Control compliance. .
- Implemented “Global Engineering Best Practices” at the BioMérieux sites of Florence-Italy, LaBalme-France, St. Louis-Missouri and Oklahoma City-Oklahoma.

- Project Leader for BacT/Alert line of microbiology detection instruments, creating 100's of millions in continuing annual revenues, [http://www.biomerieux-usa.com/servlet/srt/bio/usa/dynPage?doc=USA\\_PRD\\_LST\\_G\\_PRD\\_USA\\_6](http://www.biomerieux-usa.com/servlet/srt/bio/usa/dynPage?doc=USA_PRD_LST_G_PRD_USA_6)

**Project Engineer** **1988-1990**  
**CORAZONIX CORPORATION** **Oklahoma City, Oklahoma**

- Developed a medical instrument for research applications in hospitals.
- Responsible for hardware and software design, certification (safety) testing and manufacturing support.

**Project Engineer** **1982-1988**  
**TOTCO (Technical Oil Tools Company)** **Norman, Oklahoma**

- Developed data acquisition systems for oil and gas drilling applications, supervising a team of 10 engineers and technicians.
- Utilized analog and digital interfaces, optically isolated serial and video links, and Intel 8-bit micros.

**Electronics Engineer** **1979-1982**  
**LABARGE ELECTRONICS, INC.** **Tulsa, Oklahoma**

- Designed PCBs for the DATA GENERAL Nova 3/12 minicomputer as part of a flood monitoring / alert system for the Tennessee Valley Authority.
- Designed various data acquisition cards and integrated multi-station VHF radio telemetry.

**Engineer** **1977-1979**  
**MID-AMERICA PIPELINE COMPANY (MAPCO)** **Tulsa, Oklahoma**

- Designed test equipment for verification testing of ultrasonic instruments.

## EDUCATION

**Master of Science - Engineering & Technology Management**, 2003  
 Oklahoma State University, Stillwater, Oklahoma

**Bachelor of Science - Electronic Engineering Technology**, 1977  
 Oklahoma State University, Stillwater, Oklahoma

## PROFESSIONAL AFFILIATIONS

- Oklahoma State University (OKC), EET Program - Advisory Board
- University of Central Oklahoma, Biomed Engineering - Advisory Board
- University of Oklahoma – Biomed Engineering – Advisory Board
- IEEE, OKC BioMed Chair 2014-2016, Vice Chair 2017
- ASQ Certified- CQE and Manager of Org. Excellence
- ASQ 1408 Chapter (OKC)- Treasurer-2013-2017
- IEEE – Distinguished Lecturer- EMBS 2016-2017

## PROPOSALS AWARDED

NIH SBIR Phase I and II- Awarded in 2013 (\$ 1.3M total)

4 OCAST Awards: AR06.1-063, AP061-i10, AP072-i16, AR11-075

SBIR Sub Contract: DHS SBIR Topic Number H-SB010.1-004  
 "Molecular Recognition for Explosives Detection"

## PATENTS

Jobe, T.L., "Intrinsically Safe Mutli-drop Communications Link,"  
 U. S. Patent No. 4,691,384