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# Tomas M. Silva Santisteban

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## Objective

To fully transition into sales and business development role within Thermo Fisher Scientific.

## Summary of Qualifications

- Product Marketing Engineer at Thermo Fisher Scientific
- Working knowledge of Amira, Avizo, PerGeos and Open Inventor
- Knowledge about Latin American customers and good relationships with Latin American sales representatives (Software and Hardware).
- PhD in mechanical/microsystems engineering
- 3+ years working experience with microfluidic devices using light and confocal microscopy
- Experience with Lean Six Sigma and Project Management

## Education

*Albert-Ludwigs-University, Freiburg, Germany* - July 2012 – December 2016

- PhD in Microsystems Engineering
- Attendance and participation at educational research conferences in Germany, USA and South Korea
- PhD Thesis: “*Spheroid manipulation on a microfluidic chip platform for biomolecular analysis*”

*Albert-Ludwigs-University, Freiburg, Germany* - September 2009 – June 2012

- M.Sc in Microsystems Engineering
- Exchange Semester in Denmark in 2009
- Semester abroad at Texas A&M University, Texas for composing master’s thesis from October 2011 until May 2012
- Master Thesis: “*Integration of a two-axis MEMS scanning mirror into a handheld fluorescence lifetime imaging probe*”

*Albert-Ludwigs-University, Freiburg, Germany* - October 2006 – August 2009

- B.Sc in Microsystems Engineering
- Bachelor Thesis: “*Development of a hermetic implant housing with thick film technology*”

## Practical Work Experience

*Thermo Fisher Scientific – Product Marketing Engineer* - January 2017 – present

- Customer service and training with Amira and Avizo 3D visualization and analysis software.
- Providing Amira and Avizo workshops and presence at trade-shows and universities.
- Active involvement in customer visits in Latin America, including Brazil, Colombia and Mexico.

*Zoom Engineering and Film Services UG – ZEFS – CEO and Owner* - April 2013– January 2017

- Project management and professional consulting for product assembly lines.

*Institute for Microsystems Engineering – IMTEK – Scientific Employee* - July 2012– December 2015

- Design, development and manufacturing of various polymer-based microfluidic chip systems for clinical use and personalized diagnostics.
- Working with light and confocal microscopes to evaluate biochemical results on chip platforms.
- Tutoring of clean room laboratory for master students of Microsystems Engineering.
- Guidance and instruction of master students during their research in a bio-engineering laboratory.
- Successful collaboration with principal investigator in defining new projects to ensure grant money.

## **Volunteering Work Experience**

*Mission of Mercy – Mesa, AZ – Volunteering Medical Interpreter - April 2016 – August 2016*

- Working hands-on with patients and translating their needs and problems to physicians.

*Arbeiter-Samariter-Bund, Lahr, Germany – Volunteering social service bus driver - 2005 – 2006*

- Driving handicapped people to work or school.

## **Skills**

### **Proficient in the following:**

- Basic Software: Microsoft Office Suite, CRM, Adobe Photoshop, Adobe Illustrator, Origin
- Engineering Software: Amira, Avizo, PerGeos, ImageJ, SolidWorks/AutoCAD (CAD)

### **Experienced in the following:**

- Processes: Technical sales process
- Machines: Various types of microscopes (light, fluorescent, confocal, fluorescent lifetime imaging) and electron microscopes (SEM, TEM, FIB/SEM, MicroCT, etc.)

### **Languages:**

- German and Spanish (native)
- English (fluent), Portuguese (basic), French (basic)

## **Honors and Awards**

- Scholarship from the German Academic Exchange Service (DAAD) for conducting a research project at Texas A&M University (PROMOS)
- Among the best 10% Master of Science graduates in 2012

## **Other**

- Member of Project Management Institute (PMI)
- U.S. Permanent Resident