**Thomas G. Connelly**

Los Altos, CA 94024 tomconne@gmail.com

(650) 428-1513

**General Manager High Tech Instrumentation**

Twenty years providing instruments for light and EM applications. Five years as CEO of Gatan Inc., Photometrics, QImaging and Media Cybernetics; specialized in digital imaging and spectroscopy.

Set strategy for new market penetration and product development; more than five major products introduced; acquired a company in spectroscopy and one in EM; licensed IP for products in the biotechnology market.

Managed eleven direct reports at the senior management level for all companies; drove Gatan to implement ISO9001:2000; organized relations with key distributors worldwide; grew Galan’s revenues at 13 to 18% CAGR 2005-2007; demonstrated broad experience in all aspects of the business.

WORK HISTORY

Most relevant recent activities

Gatan, Inc. Pleasanton, CA 2008-2009

**Last title:** Business Development Manager

* Premier supplier of accessories for the electron microscopy (TEM and SEM) market
* Explored requirements for product reengineering; including selling costs; market size to take Gatan into the life science cellular analysis market.
* Wrote business plan for the CellLab 200 High Content Analysis system including : cost of engineering to replace obsolete components; add in our partners’ imagers ; update the software interface for a product forecasted to produce $24 Million of revenue in 4 years.

Gatan, Inc. Pleasanton, CA 2005-2008

**President and CEO**

* Led 4 companies concurrently as President of Gatan and three other companies in the corporate imaging group while commuting between California, Arizona, British Columbia and Maryland.
* Increased Gatan revenues70% from 2005-2007
* Led a team of eleven senior managers building products in digital imaging and analytical accessories for electron and light microscopy.
* Supported 3 key OEM distribution partners in Japan and Europe contributing more than $20 Million in revenues
* Initiated and supervised the implementation of ISO 9001-2000.
* Accountable for combined revenues of the companies of approximately $150 Million.

Gatan, Inc. Pleasanton, CA 1995-2003

**Vice President Sales, Service, Marketing, Executive V.P**

* VP Sales and Service Worldwide-- Mentored US Sales force, five Regional Managers in Europe , Asia and SE Asia, and five Distributors in Korea, China, Taiwan and Australia
* Managed US field service force including customer relations, scheduling and inventory.
* Expanded the worldwide service force from six to 23 engineers resulting in increased sales and improved customer satisfaction with Gatan.
* Pioneered design and implementation of a comprehensive custom sales and service database using PIVOTAL CRM.
* Orchestrated development of first set of training materials for Field Service Engineers.
* Executive VP – Initiated major strategic initiatives including ISO certification, CRM development and creation of key account managers for two critical OEM channel partners.

President of Photometrics Tucson, AZ a member of the Roper Imaging Group 2003 2005.

Details of other relevant management functions and achievements can be provided.

EDUCATION

**BA**, Biology Monmouth College

**Ph.D.** Zoology Michigan State University

**Postdoctoral Research** Oak Ridge National Lab (TN)

**Computer Skills**: Extensive experience with MS Office and other software for management.