

Penelope Shihab

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Www, monojo.com.jo

**Personal Data**

Date of birth: 25/12/1973

Nationality: Jordanian

Marital Status: Married, 4 Children.

Summary

Scientist and entrepreneur with extensive experience in successfully planning, directing, tracking, and managing projects. Successfully led development and evolution of several businesses. Proven ability to manage in dynamic, fast-changing environments. Experienced in leading teams and creating vision, strategies and plans. Strong communication and team management skills. Excellent knowledge of Jordanian, British and American industrial and academic firms and substantial experience with multinational companies.

Professional Skills

- Over 15 years experience in management, scientific research and business development
- Extensive experience in building and leading teams
- Start-up experience
- Cross-functional team leadership

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- Strong communication skills with wide networking and public relations
- Strong experience in applying computer applications to improved performance and productivity
- Experienced in business contracts and agreement drafting.
- Strong scientific and industrial knowledge.
- Extensive experience in quality management systems (ISO).
- Excellent written and oral skills in Arabica and English languages.

Sales & Marketing Skills

Strategy development and implementation.
Customer relationship management and requirements definition.
Market research and analysis
Customer account management.

Professional Experience

2005-Current

MONOJO / Jordan Company for Antibody Production
Amman- Jordan
CEO, Founder

2012 –current

Columbia biotech
Missouri, USA
CEO, Founder

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2010 - current

ASRF, Applied scientific research fund, NGO

Vice Chairman

WWW.ASRF.JO

MONOJO is the first innovative Jordanian biotech company specialized in production and marketing of innovative products and technologies for diagnostic and therapeutic applications.

MONOJO apply research proposals with the supervision of Cambridge Biotechnology Institution/ UK agreements, MONOJO develops training courses for biopharmaceutical practical courses, and MONOJO is the trigger for knowledge - base economy and joint venture of public, academic and private sectors.

www.monojo.com.jo

Key Achievements

Started-Up and managed the first and innovative biotech company in Jordan and in the Arab world (MONOJO)

Filed 3 patents, in the USA and Jordan

Produced 2 novel products: Acne and gastritis treatments

Started up Biotech Company in the USA (Columbia Biotech) for commercialization and marketing MONOJO products

Created new Bio cosmetic Brand called (SKINUE) SKIN CARE INNOVATIVE PRODUCT LINE.

Established strategic agreements with local and international organizations.

Developed affiliation and MOU with Cambridge University and university of Missouri.

Co-founder of British–Jordanian company (BioJo Ltd)

2004-2005

Al Belbaisi Group

Amman- Jordan

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Executive Manger

Al Belbaisi Group is and industrial and trading company specialized in manufacturing of light and electrical heating systems. Trading of Automotive and medical devices

Managed JD 3M business with over 30 employees in Jordan, Saudi Arabia and Egypt

Key achievements

Started-up medical division to for instruments, consumables and diagnostics, sales revenues were over 1.0M JD in 2005
Created and managed quality control management system for the group, which increased productivity.

1999-2004

Dako Corp

Denmark

Sales & Marketing Manager for the region (ME)

Dako is the largest and word leader in manufacturing of molecular, immunological and biochemical products for diagnostics and therapy.

Responsible for sales and technical supports cancer diagnostic products, trained customer for theory and application of the products.

Managed the sales team for wide range of products, developed team capabilities to meet markets demands and complex customer's requirements, prepared marketing strategies for new products

1997-1998

Horizon Drug Store

Amman- Jordan

Medical Rep

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Responsible for sales and marketing of diagnostics and drugs and health care products

1996-1997

Al Safa Private Labs

Lab Technician

Al-Safa is a medical lab specialized in all type of medical analysis

Key achievements

Improved and added new tests to lab services line, with increased total revenues

Assisted in Hematology research projects

Awarded for distinguished skills in Anemia and Leukemia diagnosis in RMS labs

Education

PhD candidate / University of Cambridge (Chemical Engineering and Biotechnology) BSc laboratory medicine, University of Applied Science, 1996

Graduate Study in Biotechnology /Hematology, immunology, Jordan University of Science & Technology, 1997-1999.

Business courses (MBA) in the USA, and UK.

Project management certificate.

Professional Training and workshops

Invited speaker national and international in most of the universities in Jordan –talking about Biotech sector (scientific and business)

Talking about entrepreneurship.

Activist in media: well recognized in Jordan and Missouri /USA

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Radio show, TV show, business magazines and newspapers.

Attending AACC (American association for clinical chemistry /Washington 2008)

Attending biogenesis (biotech conference 2008 /London)

Attending AACR (AMERICAN ASSOCIATION FOR CANCER RESEARCH 2007)

Attending Mediterranean women entrepreneurs in Italy / speaker 2006.

Attending a comprehensive Approach to profitable Bank SME financing.

Technical Course in Ab Applications, Immunohistochemistry and Flow Cytometry.

Attending International Exhibitions, In Germany, Italy and England, in Medical, Biotechnology and Management.

Different Courses in Sales and Marketing, basic and advanced. / Denmark

Attending different courses in Amid East Institute, - Presentations and Public speaking skills.

Two different courses in Translation “Arabic to English and English to Arabic”.

Two courses in Italian Language.

Attending Business Innovation Workshop: Innovate or Die – Queen Rania Center for Entrepreneurship.

18 Training hours in A Comprehensive Approach to Profitable Bank-SME Financing – For Jordan Project.

Courses in PCR – Al-Yarmouk University.

Courses in ISO and Total Quality Management.

Strategic Planning – Amman Chamber of Industry.

Strategic business plan – SABEQ

Workshop in FP7 – HCST

Other Participations in different local and international workshops and Expos specialized in Biotechnology and business.

Memberships

Member on the scientific research deanship board at Jordan University for Science and Technology

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Member of Advisory Board of AIN (Arab Innovation Network) Abu Dhabi

Member of Jordan Award for Applied Research and Innovation at Jordan University of Science and Technology

Member of Jordan Forum for Business and Professional Women

Member of the Jordanian-Italian Business Council

Member of the French-Jordanian Business Club

Member of AMCHAM (American Chamber of Commerce)

Member of National Fund and Enterprise Support "NAFES"

Member of Higher Council for Science and Technology

Referees

Provided upon request

Awards

Arab Award for Distinguished Women (Announced on media via all the Arab channels)

Publications AND Patents

Khaled Mahmood Al-Qaoud, **Penelope Ahmad Shibab**, Luay Fawzi Abu-Qatouseh, Christopher R. Lowe, Abdel Monem Mohammad Rawashdeh, Yusuf Abdalsalam Alkhayyat, Samer Sami Ratrout, and Saleem Muneer Nasir.

Phenylboronic Acid. Patent application No. US 13/609,347

Khaled Mahmood Al-Qaoud, **Penelope Ahmad Shibab**, Luay Fawzi Abu-Qatouseh, and Christopher R. Lowe. Camel Milk-Based Topical Pharmaceutical Composition. Patent application No. US 13/609,350

Khaled Mahmood Al-Qaoud, **Penelope Ahmad Shibab**, Luay Fawzi Abu-Qatouseh, and Christopher R. Lowe. Immunized Camel Milk-Based Composition for the Treatment and/or Prevention of Gastrointestinal Infections. Patent application No. US 13/609,342

Mohammed Abu Sini, luay Abo-Qatouseh, Osama Refai, **Penelope Shihab**, Rula Darwish and Talal Abu Rajai.,

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Prevalence and antimicrobial susceptibility profile of *Helicobacter pylori* clinical isolates of patients with chronic gastritis and peptic ulcer in Jordan (manuscript under preparation).

Luay F. Abu-Qatouseh, Osama Refai, Boutennone Hanane, Boussouflilia, Madani Khodir, **Penelope Shihab** and Khaled Al-Qaoud. In Vitro Susceptibility of *Helicobacter pylori* to different organic and in-organic extracts of common non-medicinal herbs in both Algeria and Jordan (manuscript under preparation).