

Dr. Martha Cecilia Kühn

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Senior Consultant – Food Industry

Food product development and R&D • Food regulatory compliance
Food R&D outsourcing • Innovation & Technology Management

SUMMARY OF QUALIFICATIONS

- Wide variety of international food innovation, development and regulatory affairs experience, ranging from product and process development to food technology exploration; project design, negotiation and management; developments of patent ideas; technical, regulatory and innovation management training.
- Advisor and lecturer to food multinationals and other leading food companies in the Netherlands, Germany, Switzerland, Belgium, USA, Japan, South Korea, Latin America. Also university lecturer.
- Strong cross-discipline integrating skills, developed in 30 years of industrial and consulting experience.

SELECTED WORK EXPERIENCE – INDUSTRIAL FOOD DEVELOPMENT

- **New product development consultant** for Koikeya and Frente Companies, Japan. Europe-based. Product and technology exploration; innovative raw materials/process combinations for advanced food capsule manufacture (confectionery); liaison to European and American suppliers of products, materials, equipment and technologies.
- **New food application development** at Gist-brocades (now DSM), Netherlands. Responsible for establishing the food application potential for an innovative ingredient; development manager for contracting-out food projects; external project design, contracting and management; set-up of in-company product development facilities; involved in development personnel selection and training.
- **Product development manager** at a Unilever's European manufacturing hub for snacks and bakery products (6 countries), Germany. Responsible for product development and regulatory compliance of 1000 food formulations; new equipment search, testing and first runs; wide-going harmonisation programme of raw materials and finished products; co-responsible for BSVA (big scale value analysis), a company-wide cost-saving programme; new ingredient and equipment supplier selection.
- **Product intelligence & technology transfer** at Unilever's Food Application Unit (FAU), Netherlands. Responsible for: meals and meal components, sauce and sauce concentrates, vegetables, cereals.

WORK HISTORY

2008 – to date: **General Manager & Partner**, EU Food Comply, Netherlands.
2003 – to date: **Adjunct Researcher and Lecturer**, Food Law group, Wageningen University, Netherlands.
1997 – to date: **Global Project Manager**, Foodlink Forum, Netherlands.
1996 - 1997: **Senior Food Technologist and Marketing Advisor**, Gist-brocades (DSM), Netherlands
1988 - 1995: **Product Development Manager & Product Group Manager**, Unilever: Langnese Iglo, Germany and Unilever Research Laboratory, Netherlands
1982 - 1988: **Food Researcher & Scientific Liaison**, Federal German Centre for Food Chemistry, Germany
1978 - 1981: **Graduate Research Assistant**, Oregon State University, USA

PUBLICATIONS & PRESENTATIONS

Specialized food books and articles; Lectures and chair at food conferences. In-company lecturer and trainer at food companies in Europe, USA, Japan and South Korea. Lecturer at Wageningen University in food regulatory affairs and innovation management. Main books are: "The Functional Food Dossier: Building Solid Health Claims" (ISBN 9058590046); "State of the European functional food market 1999" (ISBN 9058590038); "Creating Future Business Opportunities" (ISBN 905958002X); "Outsourcing Food R&D" (ISBN 9058590011).

EDUCATION

Doctor of Engineering in Food Technology, Technical University of Munich, Germany. 1988
Master of Science in Food Science & Technology, Oregon State University, USA. 1982
Bachelor of Science in Biochemistry, McGill University, Canada. 1978
Audit skills and ISO-22000 training. Lloyds LQRA, Netherlands, 2006
Mediation (post graduate training). Harvard law school, USA. 2006