

Dr. Martha Cecilia Kühn

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Senior Consultant, Coach & Trainer – Food industry

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

SUMMARY OF QUALIFICATIONS

- Wide variety of international food innovation and development experience ranging from product and process development to international technology-connect, external project negotiation and management, new material and process equipment selection, technical training and innovation process improvement.
- Advisor and lecturer to food multinationals and other leading food companies in the Netherlands, Germany, Switzerland, Belgium, USA, Japan, South Korea, Latin America.
- Strong cross-discipline integrating skills, developed in 25 years of industrial experience.

SELECTED ACCOMPLISHMENTS

- **New product development consultant** for Koikeya Company, Tokio, Japan. Europe-based. Project consisted of establishing innovative raw materials/process combinations for advanced food capsule manufacture (confectionery). Coordinated know-how connection with leading ingredient suppliers in Europe and USA.
- **New food application development** at Gist-brocades (now DSM), Delft, Netherlands. Project consisted of establishing the food application potential for an innovative ingredient. Set-up of in-company product development facilities, personnel employment, project design and management. In parallel: Europe-wide partner selection, negotiation, contracting and management of externally contracted project.
- **Product development manager** at one of Unilever's European joint manufacturing facilities (for 6 countries), Wunstorf, Germany. Responsible for product development and regulatory compliance of 1000 food formulations; new equipment 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 supplier selection.
- **Product intelligence & technology transfer** within sister companies at Unilever's Food Application Unit (FAU), Vlaardingse, Netherlands. Areas: meals and meal components, sauce and sauce concentrates, vegetables, cereals.

WORK HISTORY

- 2008 – to date: **Principal & Senior consultant**
Develop & Comply, Netherlands
- 2003 – to date: **Guest lecturer – Applied EU food law**
Wageningen University, Netherlands.
- 1997 – to date: **Global project manager**
Foodlink Forum, Netherlands.
- 1996 - 1997: **Senior food technologist and Marketing advisor**
Gist-brocades, Netherlands
- 1988 - 1995: **Product development manager & Product group manager**
Unilever Research Laboratory, Netherlands
Langnese Iglo (Unilever), Germany
- 1982 - 1988: **Researcher & Scientific Communication Liaison Officer**
Federal German Centre for Food Chemistry, Germany
- 1978 - 1981: **Graduate Research Assistant**
Oregon State University, USA

EDUCATION & RELEVANT CERTIFICATES

- 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