

Christopher Stephen Sebastiano, Jr

Product Manager / Partner

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Summary

- Dedicated partner and product manager in a scientific process solutions company providing consultation to businesses, streamlining their lab set-up, maximizing product output and minimizing safety risk
 - Uses clear process improvement, financial and collaborative solutions to ensure positive change, while upholding client and brand identity at all times
 - Outstanding sales, organizational and leadership skills- known and appreciated for ability to communicate clearly and effectively across multidisciplinary teams needed to achieve business' revenue goals
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Experience

New Level Process Solutions CA, FL • 4yrs

Product Manager / Partner • 2018 - Present

- Implement performance improvement processes including leading personalized education programs for clients, performing compliance auditing, refining and scaling laboratory design, writing and refining SOPs and providing on-site assistance crucial to business development
- Engage with stakeholders in product design, development and marketing of goods for clients looking to expand their business' reach and product variety; maintain professional connections with other business managers, and remain knowledgeable of current and upcoming market trends
- Train staff on proper equipment usage, safety and maintenance on set ups valued at \$60k->\$1M, helping reach targets for sales volume and margin dollars
- Proficient in winterization, isomerization, benchtop and wiped film distillation (pilot scale), analytics (HPLC, GGFID), implementation of cGMP style paperwork and metrics tracking, preparing buffers

LoudPack Farms, Inc / KingPen Los Angeles, CA • 1y

Distillation Supervisor • 2017 - 2018

- Oversee the creation, implementation and maintenance of SOPs across multiple departments and subspecialties including extraction, distillation, decarboxylation, winterization and formulations
- Analyze raw material usage patterns to reduce waste, save cost and minimize instrument downtime due to preventable maintenance errors as well as adjustments due to market need
- Report to managers on process efficiency from department, provide input on methods to increase product yield, successfully meeting or exceeding weekly product target goals of at least 100kg
- Implement remediation techniques via liquid extractions and adsorbent filtration to ensure quality METRIC standards and reduction of product loss
- Lead by example demonstrating core values of teamwork, quality service and constructive coaching in order to allow staff to refine and develop their skills within chemistry and chemical processes

Trilink Biotechnologies • San Diego, CA • 1yr

Chemist I • 2017

- Develop and test novel hypotheses and ideas related to the company's expertise in the chemistry and application of nucleic acids; perform AEX, RP and SE HPLC purification on incoming compounds, final products and in-process samples
- Purify catalog and custom compounds per SOP or client specifications, presenting results and observations to fellow chemists, management and to key client representatives
- Collaborate with QC groups in order to support analytical reporting for job costing and for final product release
- Revise analytical methods, prepare technical reports and presentations to summarize procedure, results and data interpretation to management and clients

Aldevron • Fargo, ND • 1yr

Biomanufacturing Operator III, Downstream GMP -S • 2016 - 2017

- Coordinate production events with other preparation operators, including submitting inventory requisitions and planning / preparing process plan memos
- Perform large scale chromatography using IEX, MMC, HIC/RP and TAC
- Lyse and purify pDNA from E. Coli paste in GMP or GMPS environment
- Perform ultrafiltration and/or diafiltration

Thermo Fisher Scientific • Alachua, FL • 1yr

Laboratory Technician I, Downstream Process Development • 2016 - 2016

- Purify recombinant proteins, recombinant viral vector, or organic molecules and use scale-up principles to develop processes
- Worked with Sf9 and HEK293T cell lines and their products
- Work tasks involving ATKA line FPLC instruments, Unicorn software, tangential flow filtration gradient ultracentrifugation, sterile and aseptic techniques, transfers and sterile filtrations and SOP writing

Education

University of Florida • Gainesville, FL • 2013- 2015

- B.S. in Chemistry with emphasis on biochemistry
- Vice President of CURBS (Center for Undergraduate Research); assisting prospective PhD students to connect with valuable research experiences for their professional and educational growth

Palm Beach State College • Palm Beach, FL • 2011- 2013

- A.A, major in Natural Science
- Graduated Magna Cum Laude

Skills

- Sales, WetLab, Marketing, R&D, Scale up, Process improvement, Leadership, Teamwork, CGMP manufacturing, Interpersonal skills, Data visualization, Account management
- SciFinder, Reaxys, Unicorn, aPe Plasmid editor, Microsoft Office Suite, Adobe Creative Suite

Publications

- Molecular docking-guided synthesis of NSAID-glucosamine bioconjugates and their evaluation as COX-1/COX-2 inhibitors with potentially reduced gastric toxicity; DOI: 10.1111/cbdd.13855