Training Courses 2026

- HPLC
- LC-MS
- GC
- SAMPLE PREP
- PREP-LC
- OLIGOS
- PEPTIDE
- BIOCHROMATOGRAPHY
- QC
- PFAS

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Phenomenal Chemistry in Every Peak

Courses

Introduction to **HPLC**

Course no. SS0-9377

[1

Course summary

Learn how to set up and run HPLC analysis with a full understanding of all the chromatography theory and method parameters, such as the column, the mobile phase, the instrumentation, and sample preparation.

A practical section reporting a detailed discussion about measurement, method and case study is also included.

This course is ideal for those who are new to HPLC.

Course outline

Instrumentation

- Full system, pump, injector
- Column and column heater
- Detectors overview

Theory

- Chromatography theory
- Separation modes
- Columns and stationary phases
- Mobile phase

Practical Section

- Measurements
- Methods
- Real case study

Practical skills acquired

This course will enable you to implement HPLC analytical methods by a detailed description of HPLC parameters. In addition you will be able to:

1. Understand what is meant by all the parameters in an HPLC analytical method.
2. Follow an HPLC analytical method to set up an HPLC system for analysis.
3. Run an HPLC analytical method and acquire chromatographic results.
4. Interpret chromatograms obtained from HPLC analysis.

Also available in German, Italian, French, and Spanish.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

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2]

HPLC: Method Development

Course no. SS0-9378

Course summary

Learn how to select appropriate method conditions to obtain a set of method parameters which enables the desired separation for mixtures of analytes.

This course is ideal for those who have experience running HPLC methods and now want to learn how to develop new methods.

Course outline

From Analyte to Column Choice:

- Analyte chemical properties
- Column dimension
- Stationary phase selectivities and interaction
- Special phases (High pH stable column, Polymeric and Polar-modified column)

From Mobile Phase to Gradient Slope:

- Choice of organic solvent to maximise selectivity
- Gradient slope
- Flow rate, temperature, connections, injection program and sample diluent
- Walk through case examples

Practical skills acquired

This course will enable you to take a strategic approach to method development with an understanding of the key chromatographic factors. In addition you will be able to:

1. Link the chemical properties of the analytes to the key chromatographic parameters to successfully develop an HPLC analytical method.
2. Select the best column dimension and stationary phase to fully resolve your mixture.
3. Select suitable scouting conditions to find a suitable column and mobile phase system.
4. Select and prepare a suitable sample or samples to be used for the method development.
5. Optimise the chromatographic conditions to result in the best possible separation.

Also available in German, Italian, French, and Spanish.
Check out the full seminar schedule in various languages at
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Troubleshoot **HPLC:** Identifying, Solving and Avoiding Problems

[3

Course no. SS0-9379

Course summary

Learn how to find solutions to problems encountered when running HPLC analysis by diagnosing symptoms and implementing appropriate preventative measures.

This course is ideal for those who have experience using HPLC and now want to develop their skills further.

Course outline

Problem Solving Strategy

- Leaks
- Variable retention times
- Quantitation and data quality
- Baseline
- System effects

General Chromatographic Problems

- Assessing the symptoms
- Making the diagnosis
- Finding the appropriate solution
- System problem, preventive maintenance and column care

Peaks Problems

- Fronting and tailing
- Peak split
- Negative and ghost peaks
- Real case study

Practical skills acquired

This course will enable you to go back to your lab with a full understanding of why problems may arise with your HPLC system and give you the skills and knowledge to both prevent and resolve those problems. In addition you will be able to:

1. Approach and follow the general steps on HPLC troubleshooting.
2. Troubleshoot general chromatographic problems, including pressure, leaks, variable retention times, quantitation, data quality and baseline issues.
3. Identify the most common peak issues and the possible causes.
4. Clean/regenerate the HPLC column.

Also available in German, Italian, French, and Spanish.
Check out the full seminar schedule in various languages at
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4] PREP-LC: From Theory to Scale-Up – Principles and Techniques for Preparative Chromatography

Course no. SS0-9001PREP

Course summary

This training provides a comprehensive overview of preparative liquid chromatography (PREP-LC), guiding participants from theoretical foundations to practical scale-up strategies. Explore key concepts such as chromatographic equations, exploring the differences between HPLC PREP and Flash systems, phase selection for Flash chromatography, and method scalability. Practical insights on scale- up (or down) principles ensure robust and reproducible method development for preparative applications up to pilot scale.

Course outline

Chromatography Fundamentals

- Core equations and principles
- Selectivity in RP and HILIC
- Impact of solvent and pH role of solvents in separation

Preparative Systems Overview

- Differences between HPLC PREP and FLASH systems
- Phase selection for Flash chromatography
- Method development and scalability
- Method optimization and scale-up principles.
- Scale up to pilot scale

Practical Insights

- Packing technologies and Axia innovation
- Purification performance: purity and yield
- Key calculations for scaling down
- Optimization tips and care note

Practical skills acquired

Participants will improve their knowledge in developing and scaling preparative chromatography methods. You will learn how to select the right stationary phases, optimize solvents and pH, and apply best practices for achieving high purity and yield. The course also covers practical use of HPLC PREP, and Flash systems, as well as packing technologies commonly used, ensuring robust and reproducible workflows from lab to pilot scale.

Also available in Italian and French.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

An Introduction to **LC-MS**

[5

Course no. SS0-9360

Course summary

This course is ideal for those experienced with HPLC who are looking to move to LC-MS.

Course outline

Part I. Introduction to Mass Spectrometry

This module will introduce and develop new practitioners by delivering an understanding of basic mechanisms associated with LC-MS. As well as discussing mass spectrometry fundamentals, the material will then go on to examine the most commonly applied LC-MS techniques and the principles behind them:

Mass spectrometry definition

- Overview of the key definition in mass spectrometry; mass accuracy and resolution, nominal versus accurate mass and isotopic pattern identification

Atmospheric pressure ionisation theory

- Desolvation
- Electrospray Ionisation (ESI)
- Atmospheric Chemical Ionisation (APCI)

Mass analyser: benefits, limitations and general usage

- Quadrupole
- Ion trap
- Time of flight
- Orbitrap

Mass spectrometry workflow

- Acquisition procedures
- Qualitative and quantitative approach
- Case studies

Part II. Liquid Chromatography for Mass Spectrometry

- What is the role of the LC column in LC-MS?
- Why is it even necessary?
- Basics of LC theory
- Review of the different LC media/support particles
- Mobile phases and buffer choice for LC-MS
- Common contaminants with MS

Practical skills acquired

Attendees will learn the basics of LC-MS allowing them to select suitable columns and mobile phases for screening. They will learn about quadrupoles and time of flight mass analysers together with how to understand the data output.

Also available in German and Italian.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

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6] The Gas Chromatographers' Training Seminar

Course no. SS0-7292

Course summary

This course is ideal for both scientists new to gas chromatography and chromatographers with experience of running GC methods but looking to develop new methods.

Course outline

Part I: Fundamentals, Columns Selectivity and Injection

Techniques

- GC concepts and fundamentals - retention time, efficiency, capacity factor, selectivity and how this influences resolution
- GC / phase selection - how to improve your analytical method by choosing the correct selectivity, including examples and case studies
- Inlets, detectors and injection types
- How to choose the correct accessories for a GC method: liners, septa, ferrule

Part II: Troubleshooting and Method Development

- Troubleshooting - going through procedure, examples and case studies
- Method development and optimization, how to start a method and how to optimize an existing one, with examples and case studies

Practical skills acquired

This course will enable you to implement GC analytical methods by transferring the parameters from the method to your GC or GC-MS system. In addition you will be able to:

1. Understand what is meant by all the parameters in an GC analytical method.
2. Optimize a GC or GC-MS analytical method, choosing the right column phase and dimensions and the right accessories.
3. Interpret chromatograms obtained from GC analysis and fix most common issues (basic troubleshooting).
4. Understand the basics of GC method development and Optimization.

Also available in German, Italian and Spanish.
Check the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

Sample Preparation Seminar

Course no. SS0-9233

Course summary

In this seminar, we will introduce the goals and benefits of solid-phase extraction and show participants how to quickly and efficiently develop an SPE method. Several case studies with different analytes and matrices will illustrate what you have learned in the theory parts, including practical optimization tips.

Course outline

Basics of SPE

- Solid Phase Extraction
- Comparison with liquid-liquid extraction
- Goals and SPE modalities
- The SPE method in practice

Method Development in SPE

- Selection of the retention mechanism
- Method optimization, choice of suitable parameters
- Sorbent selectivity
- Introduction of modified polymer sorbents

Troubleshooting Tips

- Reasons for low recovery rates
- Procedures if cleanup is insufficient

Practical skills acquired

This course will enable you to:

1. Choose the right retention mechanism depending on your analytes.
2. Select the best sorbent and format.
3. Optimize your SPE methods.
4. Find a solution if problems occur.

Also available in German and Italian.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

8] PFAS insights: Methods & Chromatography

Course no. SS0-5501

Course summary

Comprehensive training on PFAS chemistry, regulations, analytical methods, and contamination management for water and food matrices.

We give valuable tips for sample preparation and discuss the most important optimization parameters for chromatographic separations of PFAS both in RP and HILIC chromatography.

Course outline

Introduction
- Chemistry of perfluorinated compounds
- Regulatory framework
- PFAS in drinking water (EU 2020/2184)
- PFAS in food matrices (915/2023)

Official Methods
- Water analysis: EPA 533/537.1, EN 17892:2024, DIN 38407-42
- Food matrices: FDA C-010.03, Eurl PoPs Annex 2.0

Alternative Methods
- From TOP Assay to Organic Fluorine
- Ultra-short chain PFAS: chemistry and chromatography

Contamination Management
- Main contamination sources
- Strategies: delay choice, consumables selection
- Optimal LC and MS configurations

Practical skills acquired

This course will enable you to return to your lab with a comprehensive understanding of the analytical workflow related to PFAS, including:

1. Insights into methods and legislation: gain clarity on official methods and regulatory requirements.
2. Optimization of SPE protocols: learn best practices for method-specific solid-phase extraction.
3. Chromatography performance and MS sensitivity: improve separation efficiency and enhance mass spectrometry detection.
4. Tips for contamination management: identify sources and apply strategies to minimize contamination.

Also available in German and Italian.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

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An Introduction to Biochromatography

[9

Course no. SS0-9380

Course summary

In this basic seminar we provide a comprehensive overview of typical workflows and methods for the characterization of proteins and peptides. We give valuable tips for sample preparation and discuss the most important optimization parameters for chromatographic separations using size exclusion, ion exchange, reversed phase or HILIC chromatography.

Course outline

- Basics about peptides, proteins and antibodies
- Aggregate and fragment analysis of mAbs and other biologics using size exclusion chromatography
- Characterization of antibody charge variants by ion exchange chromatography and optimization of salt and pH gradients
- Use of widepore core-shell particles for the RP analysis of intact biologics and their subunits
- Improvement of resolution and peak shape in peptide mapping and peptide quantification
- Enzymatic digestion and reduction of proteins
- Sample preparation using magnetic beads
- Separation of released and labelled glycans using HILIC chromatography

Practical skills acquired

With the background knowledge gained, you should be able to develop and optimize a method for biologics faster, and in a more targeted manner in the future by:

1. Minimizing undesirable secondary interactions, problematic carryover and recovery problems through the use of biocompatible hardware components.
2. Expanding the experimental design space for different separation techniques and optimizing key method parameters for both UV and MS detection.
3. Using the latest column technologies to adjust selectivity according to your separation goal.

Also available in German, Italian, French and Spanish.
Check out the full seminar schedule in various languages at
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Is this seminar of interest to your lab?

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10] Getting Started with Peptide Mapping: Concepts and Applications

Course no. SS0-9383

Course summary

In this course we will discuss sample preparation and good practices that can impact the quality of your result from peptide mapping depending on your lab's analytical scope. The course will explore and present specific examples in sample preparation and chromatography.

Course outline

Part 1: Peptide Overview

- Digestion of proteins
- Chromatographic selectivity
- Method development for peptide analysis

Part 2: Peptide Overview cont.

- PTM identification
- Sample preparation using MagBeads
- Analytical vs. nano flow

Part 3: Case Studies

- Signature peptides using MagBeads

Part 4: Good Laboratory Practices

Practical skills acquired

This course will enable you to find solutions to your peptide mapping challenges. In addition, you will be able to:

1. Drive a chromatographic optimization for peptide mapping, including investigating differences in method parameters, designing effective gradient programs, column selection, selecting the best particle/phase selection, among others.
2. Recognise the most suitable acid modifier depending on the context of the analytical method.
3. Choose the correct chromatography conditions and selectivity to achieve the best peak capacity and largest number of peptide/protein identifications.

Also available in German, Italian, French and Spanish.
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Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

Mastering **Protein** Analysis: From RP to Glycan Profiling

[11

Course no. SS0-9101

Course summary

This training provides an in-depth overview of intact protein analysis for biopharmaceutical characterization. Learn top-down and middle-down approaches for monoclonal antibodies, including reversed-phase strategies, LC particle selection, and method optimization. The course covers best practices for impurity profiling, glycoform identification, and post-translational modification analysis, offering practical tips for robust and reproducible workflows.

Course outline

Introduction to Protein Analysis

- Overview of biopharmaceutical characterization
- Importance of intact protein workflows

Chromatographic Techniques

- RP, IEX, SEC, HIC, and native LC-MS applications

Intact Protein and Glycan Characterization

- Top-down and middle-down approaches
- Glycan analysis and orthogonal techniques

Method Development and Practical Insights

- Column and mobile phase selection
- Optimization strategies and troubleshooting
- Real-world case studies and best practices

Practical skills acquired

This course will provide you with the following practical knowledge:

1. Develop and optimize LC methods for intact protein analysis (RP, IEX, SEC, HIC, Native) Apply top-down and middle-down workflows for monoclonal antibody characterization.
2. Perform sample preparation for intact proteins and glycan analysis.
3. Select appropriate stationary phases and mobile phases for different protein separations.
4. Troubleshoot common issues in chromatographic separations of large biomolecules.
5. Interpret chromatographic data for charge variants, aggregates, and glycoforms
6. Implement best practices for improving resolution, recovery, and reproducibility in biopharma workflows.

Also available in German, Italian, French and Spanish.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

12] Oligonucleotide Purification and Analysis: Method Development and Troubleshooting Strategies

Course no. SS0-9373

Course summary

In this seminar we will discuss current chromatographic techniques being used as well as some of the challenges encountered with oligonucleotide LC and LC-MS separations.

Course outline

Part 1: Oligonucleotides

- A primer
- Analytical challenges

Part 2: Applications

- Mobile phases
- Column phases
- Sample preparation

Part 3: Method Development

- Flow rate
- Temperature
- Column selection

Part 4: Good Laboratory Practice

Practical skills acquired

As many organisations pivot towards developing oligonucleotide therapeutics, there is a widespread lack of knowledge in how to develop and optimize the various purification and analysis methods used to look at oligonucleotide therapeutics.

This course will provide you with the following practical knowledge:

1. Apply chromatography to oligo workflows.
2. Fundamentals of LC and SPE for oligos.
3. Mobile phase and column selection.
4. Oligo applications and method optimization.

Also available in German, Italian, French and Spanish.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

Optimization of **Pharmacopoeia Methods** in QC

[13

Course no. SS0-9374

Course summary

Validated methods ensure the quality of your analytical results, but often prevent the use of innovative column technologies. In this seminar, we will show you how to optimize QC methods within the scope of the allowed adjustments according to the European and US Pharmacopeia. We pay special attention to the conditions under which this is possible without a complete revalidation of the method.

Course outline

- What should be considered when optimizing validated methods
- Criteria for the system suitability test
- Selection of the right column for a monographic method
- Allowed adjustments of chromatographic conditions
- The new harmonization between Ph. Eur. and USP
- Regulations for isocratic and gradient elution in HPLC
- Method optimization through variation of particle size, particle morphology, column length, and flow rate
- Use of new column technologies for pharmacopeia methods
- Influence of the mobile phase on method robustness
- Various case studies to clarify and deepen the content
- Optimization exercises and troubleshooting
- Special regulations for GC methods

Practical skills acquired

This course will enable you to use the allowed adjustments of pharmacopeias to:

1. Increase chromatographic efficiency and reduce runtimes.
2. Increase laboratory productivity and reduce costs.
3. Improve the quality of analytical results.
4. Fulfill the SST criteria more easily.
5. Troubleshoot non-robust QC methods.

Also available in German and Italian.
Check out the full seminar schedule in various languages at
https://discover.phenomenex.com/chromatography-seminars

Is this seminar of interest to your lab?

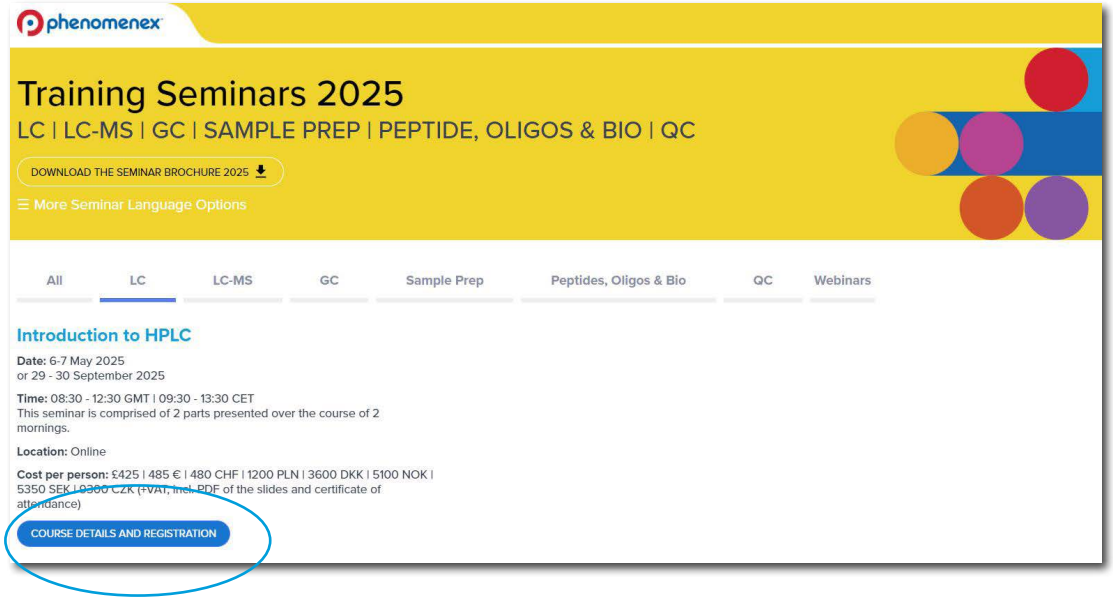
Please contact your local Technical Sales Consultant (see contact details on page 21) or email phenomenexeu@phenomenex.com to request an on-site seminar.

To Register

Our annual schedule of training courses is available online.

To sign up please visit www.phenomenex.com/seminarsen where you will find the dates of all our 2026 courses.

Once you click on the link to register onto a specific course, you will be directed to a page with more information and a form below, which you will need to fill out to register.



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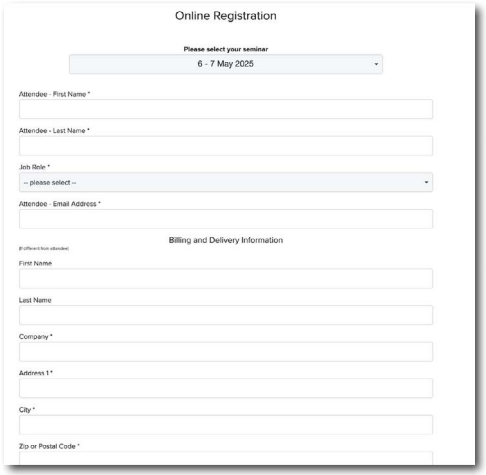

Following your online registration you will be contacted by your technical sales consultant to finalize the registration. You will receive an email containing the link to participate in the course, as well as the link to download the presentation.

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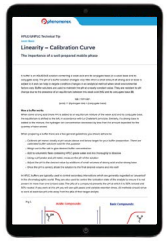

- Liquid Chromatography
- Gas Chromatography
- Sample Preparation

Technical Newsletters

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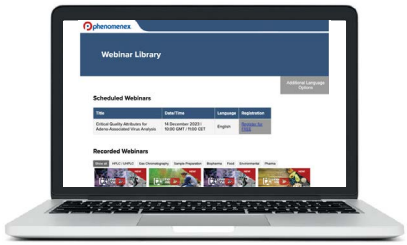
- HPLC
- UHPLC
- Gas Chromatography
- Preparative Chromatography
- Chiral LC



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PFAS Team

Need support to improve your PFAS analysis? Our team of international experts, dedicated to developing cutting-edge chromatographic methods and technologies, is here for you! Contact us today to schedule a web call and get expert guidance on optimizing your PFAS workflows!

- From Conventional PFAS Analysis to UltraShortChain PFAS and TFA
- TFA and Short Chain PFAS, Acrylamide, Cationic and Anionic Pesticides using a single LC column: Luna Polar Pesticides
- Optimizing PFAS Analysis for Draft Method 1633 Using a Stacked SPE Format
- PFAS Determination in Matrices Beyond Water and Soil
- Identifying and Avoid False Positives During Routine PFAS Analysis
- LC-MS/MS Analysis of PFAS in Bovine Serum for Clinical Research Using Microelution SPE

BIO Team

The Phenomenex Bio-Team is ready for you! Discover the secrets of biochromatography and take your protein analysis to the next level. Reach out now to arrange a web call and get personalized support from our specialists!

- Optimizing High Molecular Aggregate Recovery in Size Exclusion Methods for Therapeutic Proteins
- Improved N-Linked Glycan Analysis and Separation Power with Novel Core-Shell Particle Chemistry
- Enhancing Peptide Mapping Coverage with Proper Preparation and New Versatile Selectivities
- Top Down and Middle Down Analysis of Monoclonal Antibodies with Dual LC Particle Platforms
- Method Development for Optimized Charge Variant Analysis
- Overcoming Challenges with AAV Aggregate Analysis Using a Novel Size Exclusion Particle
- Oligonucleotide Analysis in Tissue Samples
- GLP-1 latest updates: from RP to SEC

Information for Signing up to the Training Courses 2026

Part No.	Training Course Name	Date(s)	Location
HPLC			
SS0-9377	Introduction to HPLC	6-7 May 2026	Online
SS0-9378	HPLC Method Development	16-17 June 2026 or 26 - 27 October 2026	Online
SS0-9379	Troubleshoot HPLC: Identifying, Solving and Avoiding Problems	29-30 June 2026 or 18-19 November 2026	Online
LC-MS			
SS0-9360	An Introduction to LC-MS	6-7 October 2026	Online
Prep-LC			
SS0-9001PREP	PREP-LC: From Theory to Scale-Up – Principles and Techniques for Preparative Chromatography	Available on demand	On site - Online
GC			
SS0-7292	The Gas Chromatographers' Training Seminar	Available on demand	On site - Online
Sample Preparation			
SS0-9233	Sample Preparation Seminar	Available on demand	On site - Online
PFAS			
SS0-5501	PFAS insights: Methods & Chromatography	2nd July 2026	Online
Biochromatography			
SS0-9380	An Introduction to Biochromatography	Available on demand	On site - Online
SS0-9383	Getting Started with Peptide Mapping: Concepts and Applications	Available on demand	On site - Online
SS0-9101	Mastering Protein Analysis: From RP to Glycan Profiling	Available on demand	On site - Online
SS0-9373	Oligonucleotide Purification and Analysis: Method Development and Troubleshooting Strategies	Available on demand	On site - Online
QC			
SS0-9374	Optimization of Pharmacopeia Methods in QC	Available on demand	On site - Online

Please note: The seminars take place over two half-days (two sessions of four hours each), with the sole exception of the PFAS Seminar (code SS0-5501), which lasts 4 hours and takes place in a single session.

Our Presenters

Genevieve Hodson

Senior Manager, Technical Support & Applications

Genevieve graduated from the University of Texas with a BS in Chemistry located in her hometown of Austin, Texas. She spent 2 years of her undergraduate degree performing research in an organic chemistry lab synthesising intermediates. Out of school she spent 4 years as an Analytical Chemist in the QC and R&D Department of Cerilliant (a Sigma Millipore Company). There she worked with many analytical instruments but became an expert at LC by performing purity analysis, customer specific methods, validations, QC testing and stability studies on a wide range of small molecules including pharmaceuticals, pesticides, explosives and illegal substances. From there she moved to Los Angeles, California where she worked at Johnson and Johnson and then a small dietary supplement company. After Genevieve spent a year living abroad in Israel raising her first son, she moved back to LA where she got hired as a Technical Specialist at Phenomenex. At Phenomenex she enjoys continuing to learn about chromatography every day through helping customers with all their chromatography needs!

Lucia Geis Asteggiante, Ph.D.

Senior Technical Specialist

Lucia is a Senior Technical Specialist within the Phenomenex's Global Technical Team. She has a broad experience in the field of Analytical Chemistry with a particular focus on LC chromatography coupled with mass spectrometry. Lucia comes from a strong academic and regulatory background with experiences ranging from method development and analysis of small molecules to large protein complexes. She gained her Ph.D. at the University of Maryland - College Park, USA and did her post-doctoral work at the University of Oxford, UK. During her time as a researcher, she has authored/co-authored 23 scientific publications and 2 book chapters.

Duilio Romanello

Senior Technical Specialist

Duilio has been working with Phenomenex since 2008. Since 2010 he has been Product Specialist for the GC and SPE lines and then Account Manager for the South of Italy. Since November 2023 he has covered the role of Senior Technical Specialist. He has acquired experience in the Food and Environmental sectors by collaborating with important companies in the industry and providing technical support for the development of method optimization, guidance on applications and troubleshooting, assistance in choosing columns for HPLC, gas chromatography (GC), SFC and SPE.

Our Presenters

Matthew Hulme, Ph.D.

Account Manager

Matthew brings over five years of experience at Phenomenex, specializing in food and environmental applications with a strong focus on PFAS analysis. With a background in analytical chemistry, he has expertise in LC, SPE, and GC method development, supported by published research. His work includes controlled substance and cannabinoid testing across multiple food matrices. As an Account Manager in the UK, Matthew partners with laboratories to solve complex analytical challenges, optimize methods, and ensure compliance.

Koen Askamp

Senior Technical Specialist

Koen Askamp is a Senior Technical Specialist in Phenomenex. He was awarded his BSc and MSc degrees in Molecular Life Sciences at Wageningen University in the Netherlands and joined Phenomenex in 2020 as Technical Sales Consultant. Koen became part of Phenomenex's global technical support team in 2022 and assists laboratories in training chromatographers and developing analytical methods.

Luigi Margarucci, Ph.D.

EMEA Seminar and Application Lead

Luigi, who holds a Ph.D. in Pharmaceutical Sciences, has over a decade of experience at Phenomenex. Since 2021, he has served as Technical Manager for Italy and EMEA Seminar & Application Lead. Luigi gained extensive expertise in chromatography coupled with mass spectrometry while working as a researcher at the University of Salerno and collaborating with leading centers in Italy and Europe (including Utrecht University, NL). He is the author of 27 scientific publications and has delivered hundreds of seminars on analytical techniques such as HPLC, GC, and SPE.

Our Presenters

Jürgen Niesser, Ph.D.

Biopharmaceutical Business Development Manager, Europe

With over a decade of experience in biologics method development across North America, Europe, and Asia, Jürgen collaborates closely with BioPharma key opinion leaders to advance LC and LC/MS workflows and solve complex analytical challenges. He delivers technical seminars for decision-makers throughout Europe, presents at global conferences, and actively engages in networking within the industry. His expertise also spans European business development, product launches, and market access strategies for the BioPharma sector.

Bernd Thierfelder, Ph.D.

Business Development Manager

Bernd earned his Ph.D. in pharmaceutical chemistry from Saarland University in 2001. He joined Phenomenex the same year as a technical consultant and later became product specialist for sample preparation and LC products. Bernd oversees a broad portfolio including SPE, QuEChERS, and HPLC columns, and regularly presents seminars on fundamentals and method development, providing both theoretical and practical application support.

Georg Pfefferer

Business Development Manager

Georg joined Phenomenex after studying for a degree in mechanical engineering, an assignment as air force officer at GAF/NATO and an MBA in International Management. He has spent 15 years within Phenomenex in various roles and responsibilities; covering duties as district manager in order to lead, organize and coach environmental and food sales teams as well as acting as account manager within these sectors. Most recently his special focus has been on laboratories which develop PFAS methods and regulations. In his current role as Business Development Manager he supports Phenomenex sales teams and customers all over Europe with his technical and commercial expertise to establish methods and workflows fit for purpose.

Our Presenters

Olivier DROUET

Global Business Development Manager

Olivier holds a Master's degree in Analytical and Organic Chemistry and brings over 15 years of experience in chromatography for pharmaceutical, biopharmaceutical, and food industries across Europe. His expertise spans downstream process development, flash chromatography, and preparative liquid and supercritical fluid chromatography. Currently, he is Global Business Development Manager for Purification Technologies at Phenomenex. Previously, he managed technical and sales roles at Interchim and Grace, supporting large-scale API production and leading the launch of Flash and Preparative Chromatography facilities.

Roberto Vinciguerra, Ph.D.

Business Development Manager

Roberto, who holds a Ph.D. in Chemical Sciences, has been working with Phenomenex since 2021 as a Technical Sales Consultant. Co-author of 19 scientific publications, he gained experience in the pharmaceutical and biopharmaceutical fields while working at leading research centers and companies (IRBM Science Park and Merck KGaA). During this time, he developed strong skills in LC and LC-MS method development and validation, including innovative approaches (AQbD), providing additional expertise in designing robust analytical methods.

Sergio Guazzotti,Ph.D.

Business Development Manager

Sergio is a Business Development Manager at Phenomenex, Inc. He spent eleven years at Thermo Fisher Scientific in the Chromatography and Mass Spectrometry division, covering technologies such as HPLC, LC-MS/MS, GC/GC-MS, IC, and IC-MS at a global level, prior to joining Phenomenex five years ago. He holds a Ph.D. in Chemistry from the University of California, USA. Earlier in his career Sergio was faculty at the University of California, San Diego, USA and held several positions at Nanostream Inc. in Pasadena, CA, USA. He specializes in Biopharmaceutical and Low Flow (micro and nano LC) applications and markets, including mAbs, peptides, ADCs and oligonucleotides.

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