FELIX M. SOLAMO III, MBA
Email: felix@solamoconsulting.com

EDUCATION:

UNIVERSITY OF REDLANDS
Master of Business Administration (2013)

CALIFORNIA STATE UNIVERSITY - NORTHRIDGE
Bachelor of Science: Cell and Molecular Biology (1996)

SKILLS:

- Experienced Downstream Process Development Scientist with approximately 30 years in the Biotechnology/Biopharmaceutical industry. Focused on achieving results, developing high-performing teams, processes, and support networks for scalable growth and sales enablement.
- Solid problem-solving and analytical skills, including conflict management, effective communication, and solution proposal. Successfully led technical process-related issues adhering to strict timelines.
- Proven business acumen, interfacing with internal and external stakeholders for creative solutions. Executed strategic initiatives for improvement and commercial excellence, supporting Sales Management, Product Management, Marketing, Business Development, R&D, Quality, and Manufacturing.
- Strategic direction collaboration with multi-functional teams for robust solutions and desired objectives. Effective interpersonal and communication skills, strong presentation skills for C-Suite, senior management, and technical experts. Experienced in negotiation.

EXPERIENCE:

Solamo Consulting, LLC – Los Angeles, CA
Founder and Principal Consultant
(3/2025 - present)

- Through technical engagement, will provide robust solutions to advance process efficiency, and drive business sustainability.
- Collaborate with relevant stakeholders to gain brand visibility and technology adoption to the industry.

ECOLAB – King of Prussia, PA
Sr. Global Director – Field Applications Scientist | Technical Sciences
(6/2022 – 2/2025)

- Built a global team of Subject Matter Experts (SME) to support Bio/Pharma customers in North America, Europe, India, China, and APJ.
    - Developed and mentored leadership team members.

- Developed strategic plans and execution tactics to grow project opportunities and the sales funnel.
- Successfully managed the “sampling program” with dashboards and metrics.
- Tracked KPIs against business unit goals.
- Grew and tracked the global pipeline using a CRM system.
- Developed and implemented a customer complaints system, CRM tool, and procedures.
- Collaborated with Sales, Marketing, Product Management, Quality, and R&D teams.
- Designed and helped build a multi-million-dollar bioprocessing applications laboratory.
    - Managed the lab from start-up to experiment execution, generating marketing collateral.
- Evaluated novel technology for potential mergers and acquisitions.

THERMO FISHER SCIENTIFIC – Bedford, MA
Associate Director – Field Applications Scientist | Purification | BioProduction Group
(03/2020 – 6/2022)

- Manage a highly technical Field Applications Scientist Team in North America to support the Bio/Pharma industry in accelerating life sciences research and development, thereby improving patient diagnosis, delivering medicines to market, and contributing to making the world healthier, cleaner, and safer.
- Focus fundamentally on profound technical engagements and strategic collaborations with customers to further strengthen Thermo Fisher Scientific's downstream purification brand.
- Leverage available in-house partners, specifically Research & Development and other Business Units, to provide innovative, efficient, scalable, and robust solutions that address the industry's process needs and purification challenges of complex biological molecules.
- Strategically collaborate with internal key stakeholders to penetrate new accounts, accelerate core product adoption, and enhance customer experience to further grow the downstream chromatography portfolio.
- Assist in evaluating novel and disruptive downstream purification technologies with strategic partners.

GENERAL ELECTRIC (GE) HEALTHCARE LIFESCIENCES – Marlborough, MA
Product Specialist | BioProcess Chromatography Modality
(06/2008 – 03/2020)

- Provided commercial support as a Technical SME to Pharmaceutical/Biotech industry accounts in Western North America, including Amgen, Gilead, Pfizer, Novartis, Lonza, and BMS.
- Assisted customers in developing scalable and efficient production processes for various therapeutic modalities including monoclonal antibody (mAb), recombinant/fusion protein, viral vectors, and vaccines.
- Supported customers in troubleshooting and identifying the root causes of process deviations and nonconformances.
- Worked with the Account Manager to identify and pursue growth opportunities.

- Collaborated with other GE Healthcare Modality teams, such as Research Science, Consumable, Cell Culture, and Filtration, to grow and maintain business.
- Partnered with North America Marketing and Sweden Product Management to develop Marketing/Business Plans and launch new products commercially.
- Cooperated with the internal audit team to meet customer expectations and deliverables.
- Provided direction and onboarding support to new FAS team members for a smooth transition into their roles.

AMGEN, Inc. -Thousand Oaks, CA
Sr. Engineer | Global Process Engineering/ MSAT
(11/2006 – 5/2008)

- Collaborated with stakeholders in Operations, Logistics/Supply Chain, and Quality Assurance (QA) to successfully transfer molecules to Clinical Manufacturing, ensuring the facility fit for Phase 3 molecules.
- Generated and approved Standard Operating Procedures (SOP), Manufacturing Procedures (MP), and Bills of Materials (BOM).
- Served as the technical lead for an early-phase monoclonal antibody (mAb) therapeutic molecule in Clinical Manufacturing.
- Directed the characterization study of a chromatography step for a commercial product.
- Delivered results in strict adherence to current Good Manufacturing Practice (cGMP) standards and safety requirements.

Sr. Associate Scientist | Purification Process Development
(10/1996 –11/2006)

- Developed, optimized, and scaled-up downstream purification chromatography processes for mAbs, fc-fusion protein, and recombinant proteins.
- Supported and led technology/process transfer of molecules to non-GMP and GMP facilities.
- Assisted in the preparation of IND documents for regulatory submission.
- Directed virus clearance studies required for regulatory filing.
- Recognized as a step expert in various filtration and chromatography steps in process development.
- Collaborated with vendors to evaluate novel technologies and beta test pre-commercially launched products.

PUBLICATIONS and PRESENTATIONS:

1. Afshin Mahmoudi , Bengt Westerlund, Tomas Björkman, Anna Mattsson, Felix Solamo. “Development of a single-step, protein A chromatography process for bispecific antibodies in early screening.” Poster. PepTalk, San Diego, CA Feb 2019.
2. Felix M. Solamo, Joe Zhou, Tim Tressel, Tony Hong and Shinta Dermawan. “Utilization of Depth Filter to Remove Non-Product Related Impurities in a Large-Scale Monoclonal Antibody Process.” 1st Annual Purification Biological Product, The Williamsburg Bioprocessing Foundation. Santa

Monica, CA. Dec 5-7, 2005

3. Joe Zhou, Felix Solamo, Tony Hong, Shinta Dermawan and Tim Tressel. “Disposable Anionic Membrane Chromatography A Cleaning/Storage-Validation-Free Ultimate Solution to Mab Felix M. Solamo, MBA. Purification Challenge in Robust Scale Process.” 2006 PDA Annual Conference. Anaheim, CA. April 24-26, 2006.
4. Joe X. Zhou, Tim Tressel, Uwe Gottschalk, Felix Solamo, Andre Pastor, Shinta Dermawan, Tony Hong, Oscar Reif, Jeff Mora, Fred Hutchison, Michael Murphy. “New Q membrane scale-down model for process-scale antibody purification.” Journal of Chromatography A. Vol. 1134, Issues 1-2, p66-73. November 17, 2006

PATENT:

1. Joe Zhou, Felix Solamo. “Methods of Treating Cell Culture Media For Use in a Bioreactor.” International Publication Number: WO 2008/157247 A1. International publication date: 12/24/2008.

RECOMMENDATION:

Available upon request