

## Curriculum Vitae

### **Gordon N. Leichter, Ph.D.**

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(585) 381-5346, gordon.leichter@trident.edu

**Career Objective:** To work as a marketing/product professional within the pharmaceutical and medical device industry; while continually developing my skill sets to the benefit of my employer.

**Career History:** **Belimed, Inc., Charleston, SC**

Swiss/German manufacturer of sterilization and washing equipment for the pharmaceutical industry.

**Eastern regional Sales Manager**

**February 2009 - present**

Development of the U.S. market; focusing on positioning and marketing of custom engineered products to multinational leaders in the pharmaceutical industry.

**Pharmadule, Inc. Bedminster, NJ.**

Swedish based manufacturer of modular facilities for pharmaceutical and biopharmaceutical production.

**Director of Business Development**

**April 2003 - July 2008**

Business development in the U.S. market; focusing on positioning and marketing of specialized engineering offerings to multinational leaders in the pharmaceutical industry.

**Getinge, Rochester, NY.**

Global Processing Equipment Manufacturer, supplying sterilization, washing, clean utility generation, and support product/services to the Pharmaceutical and Life Sciences markets.

**Director of Marketing & Operations, Scientific Division**

**1998-March 2003**

Director of marketing, sales support, project management, field engineering and validation services.

**Director of Operations**

**1996-98**

Responsible for all engineering, project management, manufacturing, material control, marketing and human resources.

**Southeast Regional Sales Manager**

**1994-1996**

Responsible for Sales and Service Management of an 11 state territory, including Puerto Rico.

**AMSCO/Finn-Aqua International (Steris), Apex, NC.**  
Pharmaceutical Process Equipment Manufacturer.

**Application Engineer/Product Manager  
1992-1994**

Responsibilities included technical specification writing, project management, and product development and design to cGMP standards.

**Getinge International, Lakewood, NJ.**

Pharmaceutical Sterilization and Washing Equipment Manufacturer

**1980-1992 Plant Manager**

Responsibilities included managing of Facilities, Manufacturing, Inventory/Purchasing, Personnel Training and Quality Control. Total sales of \$12 million.

**Education:**

<b>2006:</b> Ph.D. Business Administration	Touro University Los Alamitos, CA
<b>2001:</b> Master of Science Management	Thomas Edison State College Trenton, NJ
<b>1992:</b> B.S.B.A. General Management	Thomas Edison State College Trenton, NJ
<b>1989:</b> A.S.M. Operations Management	Thomas Edison State College Trenton, NJ
<b>1977:</b> Electronic Engineering	DeVry Technical Institute

**Affiliations:**

2009-2012: ISPE International Board Member  
- (International Society of Pharmaceutical Engineers)  
- (Industry association -elected position)  
- International Board of Directors Position

2009-2012: NJ Chapter of ISPE (Industry association-elected position)  
- President, Board of Directors  
- Board of director member since 2003

2009-2011: ISPE -Chair of Sterile Products Processing Community of Practice

2008: ISPE - Co-chair of Body of Knowledge Committee  
- Member of Suppliers Advisory Council

2007 & 2006: Course Leader - ISPE Tampa Conference  
"Sterile Manufacturing Facilities - Latest Innovations"

2006: Facility of the Year Award from ISPE,  
Submission author

**Publications:**

Automating a manual cleaning processes in a multi-product biopharmaceutical manufacturing operation.  
Pharmaceutical Engineering  
January/February 2013, Vol 33, No 1

Countervailing effects of value and risk perceptions in manufacturers' adoption of expensive, discontinuous innovations.  
Co-author  
Industrial Marketing Management 41 (2012) 659-668

Innovation Diffusion within the Pharmaceutical Manufacturing Industry: A Study on the Adoption of Modular Facility Technology.  
*Pharmaceutical Engineering*, March-April, Vol. 28, No.3, 2008.

Innovation diffusion and relationship marketing: An empirical study of factors influencing the intention to adopt the innovation of modular facility technology.  
*A Dissertation submitted to Touro University International Proquest, Ann Arbor, MI, UMI:3229042, 2006.*

Efficient Qualification: A Holistic Approach to Effective Project Execution  
*Pharmaceutical Engineering*, May-June, Vol. 25, No.3, 2006.

Modularization of a Pharmaceutical Manufacturing Facility: A Paradigm Shift in Project Delivery  
*Pharmaceutical Manufacturing*, September 2004

An Alternative Approach to Modular Design and Construction  
*Pharmaceutical Engineering*, May-June, Vol. 24, No.3, 2004

**Personal:**

**Trident University International, Los Alamitos, CA**

Part-time Professor of Business Administration  
2007 - present: Teaching graduate courses in Financial Management, Marketing, Operations Management, Quality and Six Sigma.

Classes taught:

FIN301	FIN501	MGT515
MKT501	MKT502	MKT510
OPM500	QMT501	QMT503
QMT509	QMT599	

**YMCA of Greater Rochester, Rochester, NY**

2007- Present: Certified Fitness and Cycling Instructor, Greater Rochester YMCA.

**References:**

Available upon request.