

Resume

Personal Data

Ralph Oehlmann, PhD

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Birth: 04.06.1958
Place of Birth: Göttingen
Marital Status: married



Profile

Ralph Oehlmann has a PhD in Biology with a focus on molecular biology and genetic analysis. He looks back on more than eight years of experience in Marketing and Communications as well as Business Development and Sales, for a leading genomic service provider. Ralph Oehlmann is an efficient device of business strategies with a focus on growth and innovation and he is also able to motivate and lead others.

Above that, he has a strong technological background with expert knowledge in digital PCR, quantitative PCR, Next Generation Sequencing (NGS) and related analytical fields.

- Strong analytical skills balanced with interpersonal and communication skills
- Delivering on commitments using good time management and organizational skills
- Strong self-motivator
- Bilingual (German and English)
- Experienced in dealing with international organizations

Professional Career

- 5/2017 – today** **Oehlmann-Photography, Munich, Germany**
Founding of **Oehlmann-Photography** – a professional photography business with its own photo studio focusing on people-, product- and art-photography as well as teaching
- 9/2015 – 10/2016** **Formulatrix Inc, Bedford, MA, USA - Munich, Germany**
Temporary Contract - Position: Sales Manager DACH (Germany, Austria, Switzerland) with full responsibility for the product lines **liquid handling** (Tempest, Mantis) and **digital PCR** (Constellation) - Setting up sales pipelines and winning new customers
- 4/2014 – 8/2015** **Consulting and Freelancing**
Advising on and executing Business Development and Strategic Marketing projects

- 11/2013 – 3/2014 **5 months Training on Business Administration, Marketing and International Management**
at ATV Ausbildung Training Vernetzung GmbH, Munich in cooperation with the Munich University of Applied Sciences
- 9/2005 – 8/2013 **IMGM Laboratories GmbH, Martinsried / Munich**
Position: Director Business Development and Marketing with procurement and team responsibility. Accountable for the areas: Business Development/Sales, New Technology Development, Marketing Communications and Contracting.
Achievements
- Successful launching of business area Next Generation Sequencing (e.g. integration of NGS platforms, building of NGS Assay Development Pipeline)
 - Leading the R&D project "Single Cell Analysis" with partner companies
 - Develop strong strategic collaborations (e.g. with Roche 454, Ion Torrent, Carl Zeiss Microscopy)
- Main Tasks**
- Business Development/Sales
 - Identify, analyze and develop new business areas and services (research and market analysis) and pricing
 - Drive the development of strategic partnerships and collaborations (e.g. Roche 454, CeGaT, AIT, Agilent Technologies, Carl Zeiss Microscopy)
 - Negotiate contracts for collaborations
 - Scout and implement new technologies (e.g. NGS)
 - Participate in corporate planning
 - Responsible for sales performance and overall sales strategy
 - Attract new customers and manage strategic accounts
 - Represent the company to customers at site visits, symposia and trade shows (e.g. ESHG, Analytica)
 - Marketing Communications
 - Plan, define and coordinate communication strategies and marketing campaigns within the company
 - Develop and coordinate material for corporate identity, online presence and corporate communications (e.g. press releases, interviews)
 - Accountable for the creative, media and public relations strategy as well as media partnerships
 - Generate advertising materials such as flyers, adverts, sales-presentations, publications or exhibition stands
 - Contracting
 - Negotiate contracts with customers, partners and suppliers
- 1996 - 2005 **Applied Biosystems GmbH, Darmstadt, Germany** (now part of Life Technologies)
Position: Field Application Specialist Molecular Biology Support
Focus: genetic analysis, quantitative **real-time PCR**, TaqMan based SNP detection and whole genome microarray expression analysis (AB 1700 Platform), engaged in the product life cycle
- 1994 - 1996 **Bernhard-Nocht-Institut for Tropical Medicine (BNI) Hamburg**
Group of Prof. Rolf Horstmann
Position: PostDoc
Projects: setting up and conducting genetic linkage studies using modern Methods for genotyping with the objective to identify genetic factors (i.e. susceptibility genes) involved in human tropical disease

March 1994	Marshfield Clinic, Marshfield, WI, USA Genetic Research Laboratory of Prof. James Weber, Position: PostDoc Project: planning and realization of a larger linkage project in collaboration with the Medical University Lübeck, Germany
1993 - 1994	Institute for Human Genetics, Medical University, Lübeck, Germany Group of Prof. Andreas Gal, Position: PostDoc Projects: linkage analysis of the autosomal recessive form of Retinitis Pigmentosa (arRP) and mutation analysis of defective disease genes
1991 - 1993	Thomas Jefferson University Philadelphia, PA, USA Lab of Prof. Robert G. Knowlton Position: PostDoc Projects: linkage analyses of the genetic diseases "Multiple Epiphyseal Dysplasia" (MED) and "Krabbe Disease" (GALC)
1990 - 1991	Pfrimmer Kabi GMBH, Erlangen, Germany Position: Clinical Research Assistant" (CRA) Section: Peptide Hormones Assigned tasks: execution and support of clinical studies with recombinant Human growth hormone (rhGH, Genotropin™)

Education

1990	PhD in Biology
1987 - 1990	Doctoral Thesis, Department of Classical and Molecular Genetics, German Cancer Center (DKFZ) Heidelberg, Germany Headed by Prof. Manfred Schwab
1986	Diploma in Biology
1984 - 1987	Diploma Thesis, Department of Immunology and Genetics, German Cancer Center (DKFZ) Heidelberg, Germany Headed by Prof. Peter Krammer
1978 - 1985	Ruprecht-Karls University Heidelberg, Germany Course of studies: Biology Focus: Developmental Biology, Immunology, Microbiology and Genetics

Further Qualification

General Management, Business Development & Strategic Marketing

- 11/2013 – 03/2014 Business Administration, Marketing and International Management (ATV)
- 09/2013 General Management Training IHK (Chamber of Commerce)
- 09/2013 Business Development Manager Training

Sales & Personal Development

- 04/2015 Active Sales Training IHK (Chamber of Commerce)
- 10/2003 Sales Training and Personal Development Program
- 11/2001 Time Management Training
- 07/1998 Rhetoric for Sellers
- 01/1998 Successful Problem Solving (Kepner Tregoe)

Communication

- 08/2010 Successful Public Relations Messages
 - 10/2003 Professional Writing for Marketing Specialists
 - 01/1997 Internet Publishing
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Strasslach, 5. November, 2018



Ralph Oehlmann, PhD

Publications

Interview

genomeweb.com Interview with Dr. Ralph Oehlmann
IMGM Laboratories' Ralph Oehlmann on New Opportunities for Providing Sequencing Services
By Julia Karow PhD, Editor, In Sequence and Clinical Sequencing News
June 05, 2012

Video-Interview

genomeweb.com Video Interview with Dr. Ralph Oehlmann
A Tour of IMGM's Sequencing Lab
In this video, Julia Karow, editor of In Sequence and Clinical Sequencing News, visits IMGM Laboratories in Martinsried, Germany. Ralph Oehlmann, director of business development at IMGM, gives a tour of their sequencing lab and discusses their development of metagenomic services.

Marketing Publications

Applikationsunterstützung für das Next Generation Sequencing
Schneller und sicherer Einstieg ins „NGS-Zeitalter“
Dr. Ralph Oehlmann
Trillium-Report 2011 9(2):122

Next Generation Sequencing im Aufbruch
Dr. Ralph Oehlmann
Diagnostik im Dialog
News der Roche Diagnostics Deutschland GmbH 2011 Jan; 31:19-21

Next Generation Sequencing for All
Amplicon-Based Targeted Resequencing
Dr. Ralph Oehlmann, Dipl.-Biol. Stefan Kotschote
GIT Laboratory Journal Europe 2010 Nov; 14:28-29

Gene Expression Profiling of Single Cells
Stepping up to the Next Level of Specificity and Sensitivity
Dr. Marion Deuter, Dr. Ralph Oehlmann,
BIOforum Europe Jul 2009, 13:32-33

IMGM Laboratories in München
Akkreditierter Service Provider
Dr. Ralph Oehlmann
Trillium-Report 2008 6(3):93

microRNAs – new stars on the horizon
Using established workflows for fresh insights into the field of gene regulation
Dr. Carola Wagner, Dr. Ralph Oehlmann
BIOforum Aug 2008; 31:32-33

Unleashing the Power of Microarrays
Towards the Development of Modern Molecular Diagnostic Tools
Dr. Ralph Oehlmann, Dr. Marion Hirt, Sabine Brauer, IMGM Laboratories GmbH
Dr. med. Hanns-Georg Klein, Zentrum für Humangenetik und Laboratoriumsmedizin Dr. Klein und Dr. Rost
BIOforum Europe Sep 2007; 11:30-31

Scientific Publications

CMV promoter is inadequate for expression of mutant human RyR2 in transgenic rabbits.
Wakula P, Bisping E, Kockskämper J, Post H, Brauer S, Deuter M, Oehlmann R, Besenfelder U, Lai FA, Brem G, Pieske B.
J Pharmacol Toxicol Methods. 2011 Mar-Apr;63(2):180-5. Epub 2010 Sep 29.

Alternatively spliced transcripts of the thymus-specific protease PRSS16 are differentially expressed in human thymus.
Luther C, Wienhold W, Oehlmann R, Heinemann MK, Melms A, Tolosa E.
Genes Immun. 2005 Feb;6(1):1-7.

PCR bias in ecological analysis: a case study for quantitative Taq nuclease assays in analyses of microbial communities.
Becker S, Böger P, Oehlmann R, Ernst A.
Appl Environ Microbiol. 2000 Nov;66(11):4945-53.

Real-time Quantitative PCR: DNA Determination in Isolated Spores of the Mycorrhizal Fungus *Glomus mosseae* and Monitoring of *Phytophthora infestans* and *Phytophthora citricola* in their Respective Host Plants
J. Böhm, A. Hahn, R. Schubert, G. Bahnweg, N. Adler, J. Nechwatal, R. Oehlmann and W. Oßwald
J. Phytopathology 147, 409-416 (1999)

A susceptibility locus for Parkinson's disease maps to chromosome 2p13.
Gasser T, Müller-Myhsok B, Wszolek ZK, Oehlmann R, Calne DB, Bonifati V, Bereznai B, Fabrizio E, Vieregge P, Horstmann RD.
Nat Genet. 1998 Mar;18(3):262-5.

Genetic complexity and Parkinson's disease.
Gasser T, Müller-Myhsok B, Wszolek ZK, Dürr A, Vaughan JR, Bonifati V, Meco G, Bereznai B, Oehlmann R, Agid Y, Brice A, Wood N.
Science. 1997 Jul 18;277(5324):388-9.

Autosomal recessive non-syndromic deafness locus (DFNB8) maps on chromosome 21q22 in a large consanguineous kindred from Pakistan.
Veske A, Oehlmann R, Younus F, Mohyuddin A, Müller-Myhsok B, Mehdi SQ, Gal A.
Hum Mol Genet. 1996 Jan;5(1):165-8.

Oguchi disease: suggestion of linkage to markers on chromosome 2q.
Maw MA, John S, Jablonka S, Müller B, Kumaramanickavel G, Oehlmann R, Denton MJ, Gal A.
J Med Genet. 1995 May;32(5):396-8.

Autosomal recessive retinitis pigmentosa locus maps on chromosome 1q in a large consanguineous family from Pakistan.

Leutelt J, Oehlmann R, Younus F, van den Born LI, Weber JL, Denton MJ, Mehdi SQ, Gal A.
Clin Genet. 1995 Mar;47(3):122-4.

Missense rhodopsin mutation in a family with recessive RP.

Kumaramanickavel G, Maw M, Denton MJ, John S, Srikumari CR, Orth U, Oehlmann R, Gal A.
Nat Genet. 1994 Sep;8(1):10-1.

Genetic linkage mapping of multiple epiphyseal dysplasia to the pericentromeric region of chromosome 19.

Oehlmann R, Summerville GP, Yeh G, Weaver EJ, Jimenez SA, Knowlton RG.
Am J Hum Genet. 1994 Jan;54(1):3-10.

Localization of the Krabbe disease gene (GALC) on chromosome 14 by multipoint linkage analysis.

Oehlmann R, Zlotogora J, Wenger DA, Knowlton RG.
Am J Hum Genet. 1993 Dec;53(6):1250-5.

Exclusion of type II and type VI procollagen gene mutations in a five-generation family with multiple epiphyseal dysplasia.

Weaver EJ, Summerville GP, Yeh G, Hervada-Page M, Oehlmann R, Rothman R, Jimenez SA, Knowlton RG.
Am J Med Genet. 1993 Feb 1;45(3):345-52.

Amplified DNA in cells of genetic melanoma of Xiphophorus.

Schwab M, Oehlmann R, Brüderlein S, Wakamatsu Y.
Oncogene. 1989 Feb;4(2):139-44.

Evolutionarily Conserved Amplified DNA May Contribute to Progression of Genetic Melanoma of the Fish Xiphophorus

M. Schwab, R. Oehlmann, and S. Brüderlein

Cancer Cells 7, Molecular Diagnostics of Human Cancer, 1989 by Cols Spring Harbor Laboratory.