

Bibliography Sandra Einerhand

Name: Sandra Einerhand
Title: Consultant in Life Science, Nutrition and Health
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About Einerhand Science & Innovation BV

Strategic Consulting and Training in Life Science, Nutrition and Health

Sandra Einerhand is the founder of Einerhand Science & Innovation BV, a strategic consulting and training business that provides B2B and B2C food (ingredient) companies the helping hand to turn science into business opportunities. Sandra's service company is making a sustainable health difference to people of all ages by providing tailored nutrition solutions to dietary supplement, infant formula, food and beverage companies around the world, from start-up company to big multinationals.

About Sandra Einerhand

To date, Sandra is a **consultant in strategy and innovation** focusing on **nutrition and health**. She is partner of the **Nutrition Consultants Cooperative** of nine nutrition consultants in the Netherlands. She is currently active as **member of the scientific advisory board** of [Triskelion BV](#), a service provider in food safety and quality assessments and as **Fellow** of [Presans](#), a Paris-based, open innovation service provider.

Before, she worked in academia as **associate professor in Life Science** and in food (ingredient) industries as **Global Science Program Director** and **Health & Nutrition Director** with **Danone Nutricia Research, Tate & Lyle Ingredients** and **Lipid Nutrition** being her last 3 employers. She has experience in sugar reduction, sugars, (natural) high intense sweeteners, slow release carbohydrates, lipids, carbohydrate and lipid metabolism, (infant) nutrition, metabolic and gut health, leading multidisciplinary teams focusing on innovative (pre)clinical research, health claim substantiation, GRAS and novel food applications, program management, product development, quality & safety of different foods and food/feed ingredients like infant formula, carbohydrates, probiotics, lipids among others.

Sandra Einerhand started her career as a **molecular biologist** with expertise in yeast fermentation and DNA modification and obtained her **PhD** in Biomedicine. She is **co-inventor** on several patents and is **author** of >100 international scientific papers, editorials, and chapters in international books and has given lectures at >80 international conferences and exhibitions.

Specialties

Strategy & Innovation
Health & Nutrition
Early Life Nutrition
Life Science
Product Innovation
Food and Feed ingredients (e.g. Carbohydrates, Lipids, Pre- and Probiotics)
Health claim substantiation/legislation
Novel food and GRAS

Expertise

R&D (program/project) management of multidisciplinary teams up to 20 people
International experience with broad international network
New Product Development
Preclinical and clinical research
Open Innovation: Strengths in building partnerships with companies & research institutes
Team player working closely together with marketers and with researchers
Accomplished scientific and technical presenter / trainer

Work experience

- 2017- Present: **Partner of Nutrition Consultants Cooperative**
- *This Cooperative of 9 nutrition consultants just started and aims to find multidisciplinary solutions for complex nutritional issues of our clients through one integrated project. Clients can be governmental or other non-profit institutions wanting nutritional advice, or food and beverage companies*
- 2015 – Present: **Founder of Einerhand Science & Innovation BV**
- *Provided several B2B companies top level R&D strategy plans for development of new food ingredients*
 - *Became a member of scientific advisory board of TNO Triskelion*
 - *Recruited a board member from a B2B company*
 - *Gave 8 lectures at international conferences, symposia and exhibitions*
 - *Became reviewer of research grant proposals for IWT agency for Innovation*
- 2015 – Present: **Fellow at Presans, an innovation service provider in Paris, France**
- *On a freelance basis Sandra works with Presans, a strategic partner in innovation*
 - *Connecting business to expertise by engaging the best experts in the world to help provide operational and strategic insights to a B2C food company so that the company can develop a new innovative product*
- 2015 – Present: **Senior Scientific Advisor, BioTherapeutics Inc, Blacksburg, USA**
- *About one day a week Sandra works for the nutritionals division of BioTherapeutics to develop products from nature's innovation*
 - *Responsible for business development and for developing safe and effective products for glucose management in (pre)diabetics among others*
 - *Advises a team of scientists and a business development manager*
- 2011 - 2015: **Science Program Director, Danone Nutricia Research, Utrecht, The Netherlands**
- *R&D Director of a team of science program leaders setting up the strategy and driving the R&D programs on gut and metabolic health leading to the commercial launch of a fermented infant formula in 2015 and other new products being launched in 2016 and later*
 - *Initiated several clinical studies in children across the world to demonstrate the benefits of Danone's innovative products*
 - *Established mechanism of action by conducting studies in rodents and piglets*
 - *Helped to create IP, several papers*
 - *Organized several round tables with scientific experts to create consensus*
 - *Responsible for a budget of several million euros per year*
- 2007 – 2011: **Director Wellness Innovation, Innovation and Commercial Development, Tate & Lyle, Aalst, Belgium and subsequently in Lille, France**
- *R&D Director of new product development and nutrition team*
 - *Helped to establish a Health and Wellness Innovation Centre in Lille*
 - *Design the Health and Wellness Research strategy to develop healthy ingredients and to reduce sugar in product while keeping the good taste*

- *Established several strategic partnerships*
- *Provided Tate & Lyle Ventures with business-oriented R&D analysis of several biotech and food ingredient start-ups*
- *Secured and validated health and nutritional claims*
- *Obtained several international research grants*
- *Created new intellectual property and a new prebiotic fibre product range*

2004 – 2007: **Director Nutrition & Toxicology, Lipid Nutrition, Loders Croklaan, (former B2B division of Unilever), Wormerveer, The Netherlands.**

- *Director of a team of 3 nutritionists and a toxicologist*
- *Supervisor of nutritional and toxicological research to develop healthy ingredients that help to manage body weight, maintain heart health and improve natural defense. Involved in strategic marketing and R&D decisions.*
- *Helped to develop the new appetite suppressant that won several prestigious health ingredient awards*
- *Created new intellectual property*

2002 – 2004: **Associate Professor, Director of Research Laboratory of Pediatric Gastroenterology and Nutrition, Erasmus MC, Rotterdam, NL.**

- *Appointed associate professor based on management capabilities and research track record (>65 scientific papers and co-promotor of 9 PhD students, >20 international lectures)*
- *Research director responsible for management of >20 researchers*
- *Research area: Gut health: drug and nutritional intervention.*
- *Initiated innovative research on gut infectious diseases*
- *Member of Several Scientific Advisory Boards and faculty council*

1998 – 2002: **Assistant Professor, Director of Research Laboratory of Pediatric Gastroenterology and Nutrition, Erasmus MC, Rotterdam, NL.**

- *Responsible for setting-up research lab in Rotterdam and move people from Amsterdam to Rotterdam*
- *Research director of a team of 10-15 researchers*
- *Research area: Gut health; drug and nutritional intervention*
- *Obtained many different (inter)national research and travel grants, published many scientific papers, gave international lectures*
- *Member of faculty council, Erasmus MC, NL*
- *Vice-chairperson of the Pediatrics laboratory (60 researchers)*

1994 – 1998: **Assistant Professor of the Research Laboratory of Pediatric Gastroenterology and Nutrition, AMC, Amsterdam, NL**

- *Principal investigator with permanent position*
- *Research area focused on natural defense of the gut*
- *Responsible for logistics, (financial) management + training of 6 researchers*

1992 – 1994: **Research Associate (post-doc) at the Research laboratory of Pediatric Gastroenterology and Nutrition, AMC, Amsterdam, NL.**

- *Supervisor of research on gut health and specifically on innate immunity in inflammatory bowel disease*
- *Supervisor of 2 PhD students and several students*

Education

1987 - 1992: **Ph.D. in Medicine** focusing on fatty acid oxidation in health and disease, Academic Medical Centre, University of Amsterdam, NL

1982 - 1987: **M.Sc. in Biochemistry and Biophysics**, Free University, Amsterdam, NL

Patents

- *Three patents on a specific pine nut oil composition for health (2007)*
- *Patent on polyunsaturated fatty acid having 20 carbon atoms and four double bonds for weight management (2007)*
- *Patent on manufacturing process & health effects of prebiotic fibres (2010)*

Other professional activities

- 2015 - Present: **Reviewer of research grants proposals on behalf of FWO**, a Belgium agency for Innovation by Science and Technology
- 2015 - Present: **Member of the Scientific Advisory board of TNO Triskelion**, a Dutch service provider in food safety and quality assessments
- 2015 - 2016: **Reviewer of research grants proposals on behalf of IWT**, a Belgium agency for Innovation by Science and Technology
- 2011 and 2013: **Member of the Steering committee of Nutrevent** in 2011 and 2013 in Lille (F)
- 2011: **Member of the Industrial organizing committee of the Functional Food Symposium** Oct 7-9, 2011 in Prague (H)
- 2009 - 2011: **Member of Research Advisory Board at King's college in London**
- *This board guides collaborative research between Tate & Lyle and King's*
- 2009 - 2011: **Member of Georg Carl HAHN Research Prize 2009 Evaluation committee**
- *This evaluation committee judges (nutritional) research*
- 2002 - 2014: **Owner of Pharva Chemie**, Alkmaar, NL, wholesale business, furniture polish
- *Family business: Responsible for production and business management*
- 2003 - 2004: **Member of Scientific Advisory Board**, Pediatrics Department, ErasmusMC, NL
- *This board judges research grant applications coming from investigators in the Sophia Children's Hospital*
- 2002 - 2004: **Member of Scientific Advisory Board** of the Digestive Diseases Foundation Utrecht, NL (MLDS)
- *This board judges national research grant applications on gut health*
- 2000 - 2004: **Member of faculty council**, ErasmusMC, Rotterdam, NL
- *Elected by employees of the ErasmusMC to become a member*
- 1999 – 2002: **Vice-chairperson** of the Pediatrics laboratory, Erasmus MC, NL
- *Daily management of the lab (60 researchers)*
- 1993 – 2005: **Assessor** (on freelance basis) as expert in Mol. Biology and Biochemistry: Dutch council for accreditation, NKO/Sterin/Sterlab, Utrecht, NL
- *Audit different national diagnostic or research laboratories that want to follow the ISO standards*

Specific management courses and coaching experiences

- 2015: Progression-oriented coaching, NOAM, Baarn, The Netherlands
- 2014: Personal Coaching, Mensen Trainen & Coachen, Amsterdam, The Netherlands
- 2012-2013: CoLead Business leadership course, Henley Business School, Oxford, UK

- 2012; Codi Acceleration Training (=Business Management training), Istanbul, Turkey
- 2004: Project management. Kernconsult, The Netherlands.
- 2001: Aequo coaching to become a successful Associate Professor, The Netherlands

Languages

Dutch = mother tongue; English = fluent; German = fluent; French = spoken

Publications and presentations (list available upon request)

- 80 published papers in international scientific journals
- 9 chapters in books
- 7 editorials
- >100 Presentations / Invited lectures at (inter) national exhibitions or conferences

Interests

- I enjoy playing tennis and golf for fun and in team competitions and tournaments. I like diving and skiing with family and friends and traveling around the world. I recently starting to follow painting lessons to stimulate the creative part in me.

References (available upon request)