

Jornadas da Água

Meet the Speakers



Rui Cruz, Type Solution - Obtained his PhD in Molecular Biotechnology from the University of Coimbra, owning a solid academic background as researcher in molecular biology. Looking for a challenge on the sales field, he had his first professional experience as a sales specialist in Life Sciences in 2015. Two years later, he was challenged to join Type Solution as a technical sales representative, accumulating with the role of molecular biology specialist. More recently, he became the Sales Manager of Type Solution.

Alexandra Mendes, Type Solution - Graduated in Technological Chemistry in 1986, and spent 4 Years in Biotechnology research conducting to her master thesis. Since 1994 she took a role in sales starting as regional technical sales expert until National sales Manager and in 2007 founded Type Solution, currently being the Global Commercial Coordinator. She will make two presentations, one regarding Environmental Microbiological Sampling Principles, Methods and Results Analysis, Contamination Containment: Cleaning and Disinfection. The second will address the Global integrated maintenance of laboratory facilities, Planning, do's and don't's.



José Sousa, Merck - Obtained a degree in Chemical and Biological Engineering in 2007 by ISEL. He performed research on new drugs to work on targets in neurodegenerative diseases field for 3 years and then started his career in sales. Currently, he is the Field Sales and Biomedical Specialist in Portugal for Milli-Q® Lab Water Solutions. His presentation will focus on Merck water purification systems, specifically on water contaminants to be removed, removal techniques, differences in water quality for chemistry and microbiology laboratories.

Raquel Murtula Corbi, IELAB - Pharmacist and microbiologist, with more than 18 years of experience in environmental field. Her background is focused on preparation of microbiological samples for proficiency testing schemes and its management. She is also involved in the development, validation and certification of freeze-dried microbiological reference materials.



Miguel Felgueiras, Merck - Graduated in Biotechnology Engineering. He works at Merck for 5 years, first as Account Manager and currently as national manager for the Microbiology division. Before joining Merck, he spent 1 year in the technical department of a company specialized in Pest Control, and then 10 years in the Commercial Department of an Iberian company that distributes equipment, reagents and materials for laboratories and hospitals. His presentation will show the evolution and trend of rapid microbiology methods. Introduction of the rapid microbiology detection system - EZ - Fluo: Technology and methodology - Advantages and application - Services and support.

Silvia Cicerano, Diatheva - Master Science Degree in Molecular and Industrial Biotechnology, at the University of Bologna "Alma Mater Studiorum". Product manager with a biotechnology background and wide experience in the laboratory as a scientist with expertise in both chemical and biological sciences. Presentation will include DI-Check Legionella pneumophila method as a rapid screening test for detecting L. pneumophila in water samples.



Ana Sofia, Thermo - Account Manager for the clinical and industrial market in the Microbiology Division of ThermoFisher. Graduated in Biology and Master in Biochemistry by the University of Coimbra, Master in Business Management and Strategic Planning by ESERP Business School, Barcelona / Universidad Camilo José Cela, Madrid and PhD in Pathology and Molecular Genetics by ICBAS / FMUP. 10 years of experience in R&D in Molecular Biology and sales in the diagnostic market.

Victoria Moleiro, Thermo Iberia Key Account Manager in the Microbiology Division of ThermoFisher. Degree in Biotechnology from Universidad Francisco de Vitoria, Madrid, Master in Marketing and Commercial Management from ESIC Business and Marketing School, Madrid and PhD in Molecular Biology from the Complutense University of Madrid. 12 years of experience in R&D in Molecular Biology and sales in the diagnostic market.



Ana and Vitoria presentation's will focus on new molecular-based tools, namely SureTech methodology for the detection of food pathogens, and rapid methodologies of classical microbiology, namely Precis and Rapid.



Ricardo Santos, Instituto Superior Técnico - Head of the Microbiology - New Technologies Laboratory at Laboratório de Análises Instituto Superior Técnico (LAIST). Ricardo Santos obtained his PhD in Biological Sciences at Queen's University Belfast. Since 1999, Ricardo Santos has been working at LAIST in the area of Environmental Microbiology and Virology.

Sílvia Monteiro, Instituto Superior Técnico - researcher at the Microbiology - New Technologies Laboratory at Laboratório de Análises Instituto Superior Técnico (LAIST). Sílvia Monteiro obtained her PhD in environmental microbiology at Brighton University. Sílvia Monteiro has been working at LAIST since 2008 in the area of Environmental Microbiology and Virology.



Ricardo and Sílvia, Environmental and specifically Water microbiology is an evolving field. In the last few years, researchers and stakeholders have been trying to solve the problem of the presence of pathogenic organisms in water matrices. Bacteria in water environment have been comprehensively studied and most pathogenic bacteria will comply with standards set for the traditional indicators (Escherichia coli and intestinal Enterococci); however problems arise when trying to compare these indicators with microorganisms, other than bacteria, that might be present in water - namely enteric viruses and protozoa. This presentation will discuss briefly the problematic around the presence of enteric viruses in water and the applicability of bacteriophages as indicators of viral presence, presenting a few case-studies.

Daniel Ettlin, Unicam - Completed his degree in Ph Chemist in 1989 in Univ.de la República, and in 1997 he got is MBA in sales and marketing from La Salle Univ. Since 2000 he is the CEO for Unicam. He will share is knowledge about the Polar Pesticides Anions in water and food using a new and unique Ion Chromatography and Mass Spectrometry High Resolution MSM or MSMS method



Guido Cimoli, Tecan - Completed his Master's degree in Biology at Univ. Genoa and completed his PhD in Molecular Pharmacology at Univ. of Pavia, he then did his post-doc in Oncology at the National Cancer Institute of Genoa. Starting in 1992 he worked in different positions as fellow and then Researcher at the Univ. of Genoa and National Cancer Institute and as visiting scientist at the Univ. of Montréal. He then worked as a Bio-pharma Application Specialist and Project Leader at Tecan Italy from February 2004 to December 2007 and after that as Tecan Italy national responsible for Customer Service and Support until 2013. He is currently Sales Development specialist for automation in Europe and Middle East. He will present the latest automation trend both in general and linked to the specific water testing world.

Mireia Muriel, IUL - Mireia is a microbiologist with experience in both academia and industrial sectors. She completed her studies in Microbiology at the Autonomous University of Barcelona and later her PhD in biotechnology at IRB, one of the leading research centers. Currently Mireia oversees sales at IUL, a company that designs, manufactures, and commercializes mainly instruments for the automation of microbiology laboratories. Today she is going to talk us about two of these instruments, the automatic colony counter, and the automatic spiral plater.



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