

Optimal Welcomes Sam Henson as Business Development Manager for the Americas

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Optimal Industrial Technologies is thrilled to announce the appointment of Sam Henson as its new Business Development Manager for the Americas region. Sam joins the company with a strong academic and technical background, reinforcing Optimal's commitment to advancing data-driven process control solutions worldwide.

With a Ph.D. in pharmaceuticals from Duquesne University in Pittsburgh, PA, Sam's expertise lies in Process Analytical Technology (PAT) applications, particularly in continuous manufacturing. His groundbreaking research in chemometric modelling has helped pioneer lean, cost-effective approaches to data analytics in the pharmaceutical sector. Now at Optimal, Sam aims to leverage his experience to position the company as a leader in chemometric modelling, offering innovative solutions to its customers.

"Throughout my academic journey, Optimal's reputation for cutting-edge PAT solutions stood out," said Sam. "From my initial discovery of a synTQ system in the lab to meeting the team at industry conferences, it was clear that Optimal aligns perfectly with my passion for innovation in process analytics. I'm excited to contribute to the company's growth and help our clients achieve greater efficiency and success."

In his new role, Sam will focus on bridging the gap between scientific knowledge and practical business solutions. He aims to help customers optimise their processes and adopt advanced technologies that drive efficiency, improve product quality, and reduce costs. Additionally, Sam's involvement with organisations such as the International Society for Pharmaceutical Engineering (ISPE) and the American Association of Pharmaceutical Scientists (AAPS) will support Optimal's presence in the global PAT community.

Alan Messenger, Sales Director at Optimal, comments: "We're delighted to welcome Sam to the team. His technical expertise, innovative mindset, and commitment to driving process improvements will be invaluable as we continue to expand our operations in the Americas. With his contributions, we are confident in our ability to further enhance the value we provide to our customers."

Optimal remains dedicated to helping manufacturers across industries realise the benefits of PAT and digital transformation. With Sam's appointment, the company strengthens its ability to deliver tailored solutions that empower clients to thrive in an increasingly competitive and regulated landscape.

Image captions:



Image 1: With a Ph.D. in pharmaceuticals from Duquesne University in Pittsburgh, PA, Sam's expertise lies in Process Analytical Technology (PAT) applications, particularly in continuous manufacturing.

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About Optimal Industrial Technologies Ltd

Within the Optimal group, we have more than 30 years' experience in the automation and optimisation of control and data management systems for the food, chemical, pharmaceutical, biotech, life science and other process industries.

The demands being placed on manufacturers in relation to getting products to market sooner, minimising development and production costs together with increasing product quality and business sustainability are ever increasing. Our primary aim is to deliver measurable improvements in all these target areas.

In addition to practical automation and system integration expertise, Optimal Industrial Technologies has also developed the world-leading PAT Knowledge Management software platform – synTQ® – which is used by over 60% of the world's leading pharmaceutical and biotech companies, and is now being adopted by other process industries. synTQ has been a proven enabler of QbD via PAT by significantly increasing productivity and quality, while reducing waste, time to manufacture and time to market for batch and continuous processes.

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