SENIOR MARKET SEGMENT EXPERT Biography



SEAN O'REILLY

Air Filtration Segment Specialist Cleanroom and Bio-Pharma Applications Stockholm, Sweden - Corporate Headquarters

Sean is the Global Director of Cleanroom and Bio-Pharma Segment for Camfil Farr. 2010 marks Sean's

25th year with Camfil Farr. He is one of the longest serving employees in the Camfil Farr organization. In 1983, Sean started his career with Irelandbased Allied Filters and Pumps in the manufacturing area. Allied Filters and Pumps was Camfil Farr's first acquisition in 1985. Sean's talent and expertise has paralleled Camfil Farr's substantial growth holding multiple leadership positions across the organization. He advanced into a sales management role for the Ireland operations early in his career and shortly thereafter expanded his sales management responsibilities to the UK market. In the mid-1990's, Sean was appointed as the first cleanroom segment manager for Camfil Farr with focus in the semiconductor industry. From there, he assumed the sales and marketing manager position for the Asia-Pacific region while still holding the role as group cleanroom segment manager. Sean relocated to the U.S. as regional sales manager and biopharma segment manager for North America in 2002. Capitalizing on his wealth of experience for this key market segment, Camfil Farr promoted Sean in 2009 to his current position where he is globally responsible for cultivating, managing, and supporting Camfil Farr's cleanroom/biopharma clients.

Sean has been an active participant in multiple product development projects within Camfil Farr and holds several patents for products used extensively in the cleanroom industry. He is recognized for many 'firsts' within Camfil Farr and across the air filtration industry. In the sales and marketing field, he has driven projects to further improve external and internal communication with focus on product application improvements, recognizing trends in the industry and developing electronic software for cleanroom design, enhancing Camfil Farr's proprietary Life-Cycle Cost analysis software, and consistently delivering the Camfil Farr message of customer commitment globally with support and presence locally.

Sean has been an active member in ISPE since 1995. He is recognized as an industry expert on air filtration applications and solutions presenting regularly to industry associations. Sean is highly-accredited for his 'handson, on-the-road' training both internally and externally as it relates to industry trends and applications around the world.

HIGHLIGHTS Credentials:

 Completed Camfil Farraccredited air filtration courses and industry HVAC-related curriculums across the globe

Experience:

- 25 years diverse experience engineering HVAC systems and filtration solutions specializing in the cleanroom field of applications
- Published multiple industry papers and articles on air filtration applications for the semiconductor and biopharma industry.

Accomplishments:

- Successfully initiated several patents for air filtration solutions in cleanroom applications
- Established sales offices and agents in geographic areas around the globe leveraging extensive relationships and respect in the industry to drive industry standards and lowest total cost of ownership
- Directed the development of a comprehensive segment CD used throughout the Camfil Farr global network which includes the tools needed to service and support all biopharma customers, prospects, and partners
- Led the initiative to introduce Camfil Farr to the bio-pharma industry and achieved the company's industry recognition as the number one filter supplier