

COSMEGRAM

california

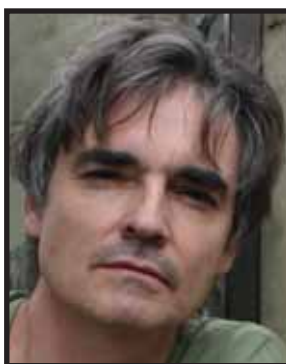
November 2013

Volume 43 | Issue 8

Dinner Hour

Hypodermis – An Overlooked Target for Facial Cosmetics

Krys Bojanowski
CEO
Sunny BioDiscovery



Facial aging is characterized by a progressive fat loss, resulting in the substantial collapse of the facial volume (face hollowing), wrinkles and furrows. Logically, hollowed and wrinkled appearance of the aging face could be addressed by supporting the fatty feeder layer of the skin – the hypodermis. However the societal perception of fatty tissue as “evil” and technical difficulties of reaching this deepest layer of the skin causes hypodermis to be overlooked as strategic target by the cosmetic industry.

Here will be provided the scientific evidence that common cosmetic actives delivered to hypodermis can modulate gene expression for essential proteins in dermis and epidermis, translating into stronger and better looking skin. Furthermore, we will discuss how to deliver cosmetic actives to hypodermis using conventional and not-so-conventional methods.

...continued on page 3

Educational Hour

Sensitive Skin vs. Reactive Skin and Targeted Solutions for Both

Jean-François Molina
Global Sales & Marketing
Manager
Solabia Group



It is widely known today that inflammation is the root cause for skin disequilibria which is responsible for aging, otherwise known as “inflamm’aging”.

The cutaneous stress related to inflammation and so-called inflammatory stress is like many other forms of stress from either an acute or transitory phenomenon. Until now, the cosmetic industry had considered this only to be the cause of sensitive skin.

Although there are some similarities between the two, sensitive skin and reactive skin are nevertheless presenting significant differences which need to be addressed. Sensitive skin is more a dermatological or cosmeceutical condition while reactive skin is a new cosmetic category dedicated to temporarily, fragile skin.

...continued on page 3

Meeting Details:

Date: **Tuesday - November 19, 2013**
Location: **Los Angeles Airport Marriott Hotel**
Menu: **Chicken or Vegetarian**

Educational Hour - 5:00-6:00 p.m. Cocktail Hour - 5:30-6:30 p.m.
Dinner Hour - 6:30 p.m. Speaker - 7:00 p.m.

More Meeting Details on Page 2

Reserve Today!

Pay online at www.caliscc.org
or
Call (562) 236-5700 to reserve

Reservation Deadline: 12:00 p.m. (noon) Friday-Nov. 15
If you reserve and do not attend, you are responsible for meeting charges.
You will be billed accordingly.

Meeting reservations are strongly encouraged!

Free November Meeting for members with reservations

Inside this issue:

Calendar...2

Announcements...35

Message from the Chair...5

Job Opportunities...10

Meeting Details

Location

Los Angeles Airport Marriott Hotel
5855 W. Century Blvd.
Los Angeles, CA 90045
(310) 641-5700

Costs

- FREE Emeritus Members with reservations
- FREE Members with reservations (*For November meeting only*) and first-time only guests with a member-sponsored reservation. *Non-member pricing in effect after first meeting.*
- \$65.00 Members without reservations
- \$55.00 Non-members with reservations
- \$70.00 Non-members without reservations

Menu

Chicken or Vegetarian

Reservations

Please register and pay online at www.caliscc.org; ROSS Organic: **562-236-5700**
Call-in registrations must be guaranteed with credit card and will be charged for no-show.
Reservations will be accepted no later than 12:00 p.m. the Friday before SCC Meetings.
If you call in after 12:00 p.m., your spot cannot be guaranteed and you will be required to pay the walk-in rate. Limited space – register today! Walk-ins may be turned away.

Meeting Sponsor

Thank You to Our Meeting Sponsor

Founded in 1972, **Solabia** develops and manufactures molecules and active ingredients for the cosmetic, pharmaceutical and nutraceutical industries, peptones and protein hydrolysates for bio-industries and microbiological diagnostics for agro-food, cosmetic, pharmaceutical and environmental laboratories. Having invested in the Cosmetics, Pharmaceutical, Nutritional, Diagnostics and Biotechnology sectors, Solabia consists of a coherent ensemble of complementary know-how in biotechnology, fine chemicals, plant extraction and microbiology.

In 2009, Solabia opened a subsidiary in the heart of New York City to directly accommodate our customers in the US. We offer a wide range of active ingredients which include our famous polysaccharides, PCA and PCA salts, lipids using our Omega Ceramide technology, polyphenols, and amino acids. We also offer a complete line of plant extracts in various forms. Every day Solabia improves its knowledge of the mechanism of the skin in order to offer active ingredients which have proven their efficacy and which have been developed, thanks to mastered Technologies in different areas. This expertise allows us to customize some products in our ranges to fit our customers' needs.

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Company Website: www.solabia.com



Society of Cosmetic Chemists - California Chapter

2013 Calendar of Events

November

19 California Chapter Monthly Meeting *Los Angeles Airport Marriott Hotel*

December

12-13 2013 Annual Scientific Meeting and Technology Showcase *New York Hilton*

Dinner Hour

...continued from page 1

About Our Speaker

Krys Bojanowski is CEO of Sunny BioDiscovery – a private laboratory specialized in the development of new dermatological concepts. His past academic experience in cancer research and current NIH-supported work in wound healing and skin autoimmune diseases gives him a unique perspective when it comes to designing and validating claims for advanced cosmetic products.

Krys received his PhD in Molecular and Cellular Pharmacology at Université Paris VI (France) and worked at National Cancer Center (Tokyo, Japan), Harvard Medical School and Lawrence Berkeley National Lab before starting his own lab, located in the greater Los Angeles area (Ventura County).

Educational Hour

...continued from page 1

About Our Speaker

Jean-François Molina studied Biotechnological Engineering and graduated in Marketing & Project Development from Marseille University in France. He has been with the Solabia Group for 25 years

and currently holds the position as Global Sales & Marketing Manager.



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DSM-AGI

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Specialty UV Oligomers

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Message from the Chair

Thank You...

Liz Streland

Croda

When I wrote my first article as Chair in 2012, I started with the words "thank you." And now I find it fitting to express my sincere thanks to you in this, my final "Message from the Chair." I would like to thank you for the honor of serving as your Chapter Chair. It has been an incredible year and I am enormously proud of what we have done together. Here are just some of the highlights...

- Our largest ever Supplier's Day with over 330 booths and over 3000 registered attendees...
- For the first time, our Chapter participated in two local Science Fairs and provided ~250 young people an awareness of our industry and, hopefully, piqued the interest of some of our future industry leaders.
- Our largest Dinner Dance ever with over 850 attendees...
- We led the way as the first of nineteen chapters to conduct chapter elections via electronic voting...
- In June, many of us attended "Skin Diseases and Dermatopharmacology" taught by the incomparable Dr. Linda Rhein...
- We updated the look of our Cosmegram banner—thank you for all the super submissions and congratulations to Jude Urbayan from Gar Laboratories for our great new look...
- We cut in half the pre-registered member price for chapter meetings...
- We updated our Chapter Bylaws because, well, once in a while, this needs to be done...
- As of September, we have increased our chapter membership this year by 15%...

I would like to thank our Board and our many volunteers for their tireless contributions. Thank you as well to all of the companies who supported our many events. Most importantly, I want to thank our 2014 Chair Karen Chun. I have known Karen for over 15 years. I met her when she was my customer at Joico and we eventually became colleagues at Croda. She is the best Chair-Elect we have ever had and I am so fortunate to have had her strength, support, counsel and friendship by my side through this journey.

I hope to see all of you at one of our great 2014 California Chapter events.



Liz Streland
2013 Chair, California Chapter
Society of Cosmetic Chemists

In memory of Karen D. Drexler 1936-2013
"Rest in Peace Mom...my heart is broken...I miss you
more than words can say..."



The OVSCC presents:

“The Personal Care Industry: Past, Present and Future” An event to honor the life and work of Dr. J. Leon Lichtin

[The American Sign Museum](#)

1330 Monmouth Street, Cincinnati OH 45225

Tuesday, November 19th, 2013

The Ohio Valley chapter invites you to take part in a very special event, where we honor the past and take a peek into the future. This full day symposium and dinner meeting is a fundraiser for the [Dr. J. Leon and Beverly Lichtin Cosmetic Sciences Endowment Fund](#) at the University of Cincinnati (UC). Dr. and Mrs. Lichtin will be in attendance at the dinner portion of the meeting to receive the many honors due him.

We've invited a slate of great speakers, all experts in their given areas, to come to Cincinnati and provide their unique perspectives on the personal care industry.

There are three key areas we'll be focusing on for this symposium:

- Chemistry/ Technology
- Regulatory/ Safety
- Consumer Trends/ Insights

8:30 am to 12:00 pm - The morning session is all about learning from the past so that we are not doomed to repeat it.

- **Dr. Robert Lochhead**, one of the most experienced formulators and innovators in the industry, will talk about the evolution of chemistry and technology
- **Beth R. Meyers** works for the US FDA in the Office of Cosmetics and Colors as a Writer-Editor. She will be presenting a historical overview of the developments in cosmetic regulation.
- **Rachel Weingarten**, the [Beauty Historian](#) is a beauty expert and former celebrity makeup artist. She was featured on Love/Lust & Makeup along with Stacy London & Bobbi Brown. Rachel has lectured about the history of cosmetics & fragrance marketing at the Fashion Institute of Technology. The Washington Post calls her “a hotshot beauty consultant,” ABC News refers to her as “a celebrity style maven.” Rachel is the award winning author of “Hello Gorgeous! Beauty Products in America '40s-'60s.” She'll be discussing some of the groundbreaking, dubious and dangerous products and trends of eras past.

1:00 pm to 4:30 pm - The afternoon session will feature talks about the state of the art in the personal care industry.

- **George Deckner** recently retired from Procter & Gamble after 26 years as a member of the company's Victor Mills Society. His formulation expertise and materials mastery have helped him create numerous proprietary products into the personal care, oral care and health care markets. His talk will focus on the state of the art in formulation and technology.

- [David C. Steinberg](#) founded a consulting firm (Steinberg & Associates) that provides regulatory guidance to the personal care industry. He is also the founder of the Masters in Cosmetic Sciences degree program at Fairleigh Dickinson University. He will be giving a talk on the current Regulatory environment in both the US and globally.
- **Rachel C. Weingarten** will tap into her expertise in style, marketing and trends to give a second talk on the latest in consumer trends and insights.

4:30 pm to 5:30 pm - After the last talk, we will be holding a cocktail hour and Student Poster session, where graduate students from UC and the University of Southern Mississippi will show off the great research they've been conducting.

5:30 pm to 7:00 pm - Following the Student Poster session, we will be joined by Dr. Lichtin and his family for dinner and begin the celebration of all of his accomplishments. Several people will be providing testimonials about the impact Dr. Lichtin has had on the industry and on their lives personally. There will also be a number of organizations that will be presenting checks for the endowment.

7:00 pm to 8:30 pm - The evening will conclude with a multimedia look into the future, provided by [Jeanine Recckio](#), the only "beauty and lifestyle futurologist on the planet". She was one of the top marketing executives for such notable companies as Revlon, Estee Lauder, L'Oreal and Ralph Lauren Fragrances to name just a few. She has since gone on to found her own unconventional think tank, the Mirror Mirror Imagination group, which advises both Fortune 500 and small start-up brands on consumer culture and big ideas.

	Registration Fees	
	SCC Members	Non SCC Members
Until November 12	\$100	\$200
After November 12 th and at the door	\$150	\$250

To register for the event, go to the OVSCC website www.ovsc.org, and follow the links for the **Next Meeting Info/Registration**. Payments can be made via PayPal or by check at the door.

Please join us in paying tribute to this great man.



OHIO VALLEY CHAPTER OF THE
SOCIETY OF COSMETIC CHEMISTS

A Brief History of the James L. Winkle College of Pharmacy at the University of Cincinnati: Leading the Way in Pharmacy and Cosmetic Science Education

By: Kelly A. Dobos

The James L. Winkle College of Pharmacy at the University of Cincinnati is one of the oldest pharmacy colleges in the United States, in particular, the oldest west of the Allegheny Mountains and the sixth oldest in the country. The college offers PharmD, MS, and PhD degrees and most importantly for cosmetic chemists, a specialization in Cosmetic Science.

In the Beginning

When the college was founded, there was little distinction between medical practice and apothecary. Early pharmacists were trained by apprenticeship, beginning their careers by running errands and cleaning the shops of their mentors before learning to compound and dispense drugs and other preparations.

To improve the professionalism in the field the Cincinnati Pharmaceutical Association was formed in November of 1849 and the development of a pharmacy school became an immediate goal. The Cincinnati College of Pharmacy was granted a charter by the State of Ohio on March 23, 1850 and lectures began that December under the guidance of Dr. John A. Warder, John Locke, and Edward S. Wayne. The founders sought to formalize pharmaceutical education and create compounding and purity standards.

The first lectures were held during the evening in rooms above Gordon's Drug Store in Cincinnati at the corner of Eight St. and Western Row (Central Ave. today). William J.M. Gordon was a founding member of the Cincinnati Pharmaceutical Association who eventually left the trade for the manufacturing business. He developed a process for making pure glycerin from byproducts of the Proctor and Gamble star candle process. Glycerin continues to be a workhorse of the pharmaceutical and personal care industries.

Changing Times

The Civil War posed many challenges for the pharmaceutical industry in Cincinnati, as did the introduction of large-scale drug manufacture and proprietary over-the-counter products. This led to an increased focus on educational standards and the Cincinnati College of Pharmacy was revived and invigorated in 1872. During these early years, the standard course of education was two years with the requirement of four years of work in the drug industry to gain a Graduate in Pharmacy (PhG) degree. The college expanded its student population during this time by providing potential students from outside the city with access to boarding houses for rates as low as \$4.00 per week.

University Affiliation

The first attempt at affiliation with the University of Cincinnati (UC) occurred in 1880. The University (McMicken College at the time) approached the pharmacy school, but the idea was resisted at first. However, by August 10, 1886 an affiliation agreement was signed that allowed the college to retain its name and administrative control, but gave students access to a broader choice of classes. In 1887 the college acquired its first building on Court St. It was also during this time period that the first woman was admitted to the program and in 1884 Mrs. H. M. Merrill became the first female graduate of the program.

The Great Depression and World War II brought enrollment and financial challenges to the pharmacy college. Subsequently, in 1949 Dean Joseph F. Kowalewski proposed a full merger with the University due to the poor financial state of the college and concerns over the potential loss of accreditation. By 1954 the merger was complete and classes moved to the brand new biology building on the campus of UC.

Cosmetic Science Program

The 1950's also brought the beginnings of the innovative cosmetic science program. Dr. Leon Lichtin in collaboration with Dr. Leon Goldman from UC's department of dermatology created a co-op program for dermatology students in the College of Pharmacy. Courses in formulation of emulsions and ointments were taught by Dr. Raymond Suskin, associate professor of industrial medicine and dermatology, and Dr. Ashton Wells, assistant professor of dermatology. UC formally established the first program of graduate education in cosmetic science in the United States in the early 1970's. Since the first student graduated from the program in 1974, over 100 students have obtained MS or Ph.D. degrees in Pharmaceutical Sciences with emphasis in Cosmetic Science.

The college was renamed the James L. Winkle College of Pharmacy on June 6, 2007, in honor of a \$10 million pledge given by the alumnus. The cosmetic science program, now housed in the Health Professions Building and Wherry Hall on the UC Medical Campus, continues to provide unique opportunities for cosmetic and personal care research.

Cosmetic Science Online

Many cosmetic industry scientists expressed a desire to further their education in conversations with faculty. But full time work, geographic distance, and frequent travel limited the ability to pursue traditional graduate degrees. Under the direction of Dr. R. Randall Wickett, an online Masters in pharmaceutical science with emphasis in cosmetic science program was designed and launched in the fall of 2006 to serve this population. There are 32 students currently enrolled in the online program and 11 past graduates.

Today, the College of Pharmacy remains one of only a handful of graduate programs with special emphasis on cosmetic science in the US and around the world. Current student research topics range from development of microstructural models for transport in skin and hair to iontophoretic drug delivery to the nails. The James L. Winkle College of Pharmacy has a long legacy of innovation and will continue to be a pioneer in pharmaceutical and cosmetic science education.

For more information about the James L. Winkle College of Pharmacy and cosmetic science program at the University of Cincinnati please visit: <http://pharmacy.uc.edu/>

And please consider making a gift to the Dr. J. Leon and Beverly Lichtin Cosmetic Science Endowment Fund which supports cosmetic science research at the University of Cincinnati.

http://www.uc.edu/foundation/giving/giving_opportunities/colleges/pharmacy.html



Job Opportunities

POSITIONS AVAILABLE

- **REGULATORY SR. SPECIALIST (#1309-01).** To collaborate with the product development team in the area of regulatory support and testing of projects. Act as a liaison between the labs and the Regulatory Manager, including preparation for clinical and safety testing, confirming labeling regulations, reviewing ingredient and fill weight claims, assembling requirements for QVC pre-market checklists, and assisting Manager in international regulations and quality issues and international product registration. Required Qualifications: Bachelors of Science Degree required - Chemistry background a plus 5 – 7 years of regulatory experience. Understanding of FDA regulations and CTFA guidelines for development. Please send your resume to gchicoine@bareescentuals.com and visit our website at: www.bareescentualscareers.com.
- **SENIOR CHEMIST /R&D/FORMULATION (#1309-02).** Our manufacturing facility is looking for a Senior Chemist that can LEAD our R&D department. The position requires a minimum of 3-5 years experience in the industry, working knowledge of regulatory requirements, and quality control experience. Daily duties would include formulation, maintaining lab records, quality control of compounding department and laboratory, preparing regulatory documents, minor mechanical troubleshooting, and sales/marketing support on formulations. We offer very competitive salaries, a complete benefits package, quarterly bonuses, and a friendly work environment. Please email resume and list of references to jwachs@botanicalabs.com.
- **ASSISTANT PROJECT COORDINATOR (#1309-03).** (Chatsworth) Ideal candidate, a self-starter, detail-oriented and have basic knowledge of the cosmetic manufacturing processes. This position will provide support in the development of products from start to finish. There will be significant interfacing with internal departments (i.e. marketing, purchasing, warehouse, sales etc.). Must possess excellent critical thinking skills, communicate well with all levels of personnel and be highly organized, work in a multi-tasking environment. Maintain accurate project files. Proficiency in Microsoft Office programs (Outlook, Word, Excel) is required. Must work well under pressure being able to meet deadlines. To apply, please email your resume to wfn.classicero@gmail.com.
- **PRODUCT COORDINATOR (#1309-04).** Juice Beauty, a high efficacy and authentically organic beauty company, is looking for a temporary 30 – 90 day product coordinator that will assist with several high priority special projects within the Juice Beauty operations team. This person will manage the NSF organic certification process for key Juice Beauty products, assist in preparing product documentation for regulatory submission and provide support in other essential ongoing operations projects. Candidates must be well organized and be able to work well under pressure and tight deadlines. For consideration, please email your resume to mimi@juicebeauty.com.
- **ACCOUNT EXECUTIVE (#1309-05).** Mintel, a leading global market research company, seeks an experienced salesperson to target Beauty and Personal Care (BPC) clients across the US. The Account Executive will secure new business, creating a strategy to target key prospects and to deliver exceptional sales results against target. A highly polished, professional and consultative selling style will succeed. Experience selling to corporate businesses and gaining credibility for excellence in your field is required. This role can be based in Chicago or on the West Coast, and requires travel up to 50% of the week. Strong knowledge of the BPC market is required. Contact: Kristy Nittskoff, Director of Talent Acquisition and Development; knittskoff@mintel.com.
- **R&D CHEMIST (#1309-06).** (City of Industry) Physicians Formula develops, markets and distributes innovative, premium-priced cosmetic and skin care products. We are seeking an R&D Chemist to develop new formulas for color cosmetics and skin care products; transfer new or modified formulas from laboratory to production; perform stability/compatibility tests on new formulas; maintain/improve overall product quality; create ingredient lists according to FDA/INCI guidelines; review formulas/raw materials for compliance with International Guidelines; keep current with new ingredients/technologies. BS in Chemistry or other scientific discipline; two years' experience in cosmetics formulation. Knowledge of SOPs, GMPs and FDA regulations. Email resume to human.resources@physiciansformula.com.
- **R&D CHEMIST (#1309-08).** R&D Chemist Healthspecialty Labs , a personal care manufacturer in Downey CA, is looking for a R&D Chemist to assist with formulations of personal care products of Lotions, cleansers, color cosmetics etc. The position will be responsible for bench formulations, generating ingredient lists and product marketing briefs for the formulas they develop, regulatory review of ingredients, troubleshooting batches, and scale up. The ideal candidate will have a BS in chemistry, or equivalent, and 1 to 3 years of experience in cosmetic formulating. Please email resume and salary requirements to neil@healthspecialty.com.
- **QUALITY ASSURANCE MANAGER (#1309-09).** AQUIESSE, a rapidly growing designer and manufacturer of luxury home fragrance & personal care products, is seeking a QA Manager. The QA manager's key responsibilities will be to implement and oversee QA systems policy, traceability systems and controlled documentation for principal work processes throughout the organization. The role will also involve supervising laboratory and inspection personnel. The manager would be required to have a thorough understanding of product and process technology and would be an active participant in product development teams. Please email a cover letter and résumé to careers@aquiesse.com.

Job Opportunities

POSITIONS AVAILABLE

- **R&D MANAGER, SKINCARE (#1309-10).** The Manager, R&D Skincare will help to execute organizational projects and programs defined by senior management. Duties will include prioritizing and assembling resources, methods and techniques to execute defined strategies and coordinate activities of the scientists, in order to implement development of new products, product improvement, product launches and other development activities. Requires an MS degree in a scientific discipline, 7 years of R&D experience in the skincare or pharmacology arena and 3 years of supervisory experience with direct reports. betinad@herbalife.com.
- **REGULATORY AFFAIR SPECIALIST (#1309-11).** Gordon Laboratories Inc. in Carson, Ca. seeking an experienced Regulatory professional with 3 – 5 year experience in regulatory affairs of manufactured cosmetics/personal care products. Applicants require excellent communication skills to coordinate requested documents for customers manufactured formulas. Experience with Global registration documents of products, (i.e. China, Japan, Korea, Brazil, EU and Canada), Excellent Microsoft Suite knowledge (i.e. Excel, Word, etc.) and reporting KPI metrics. The candidate will be responsible for creation of technical documentation in support of customer requirements. These documents include ingredient listings, COA, and MSDS. They will work with both internal and external customers including Sales, QA, MFG. Successful candidate will have good customer service and problem solving skills. Knowledge of MAS90 is a plus. Send resume to HR@gordonlabsinc.com with salary history.
- **DOCUMENT CONTROL SUPERVISOR (#1309-12).** Gordon Laboratories Inc. in Carson, Ca. seeking an experienced Document Control Supervisor in our Quality Department with 3-5 years of experience. The candidate will oversee the overall management of cGMP documentation to control and maintain proper tracking and filing of all official documents and procedures. Supervise a staff of 3. Managing the Documentation System for all GII products and projects. Maintain a complete database and distribute documentation as appropriate. To provide the documents efficiently whenever required by the organization or during external audits. Knowledge of MAS90 is a plus. Send resume to HR@gordonlabsinc.com with salary history.
- **R&D SENIOR CHEMIST (#1309-13).** Gordon Laboratories Inc. in Carson, Ca. seeking an experienced Sr. R&D Chemist with 5+ year experience formulating Skin Care/Personal Care products. Requires a Bachelor's Degree in Chemistry or related science field. Send resume to HR@gordonlabsinc.com with salary history.
- **QUALITY CHEMIST/LAB MANAGER (#1309-14).** Gordon Laboratories Inc. in Carson, Ca. seeking an experienced Manager of Quality Laboratories with 5+ year experience managing Quality, Analytical and Micro lab personnel and processes. The candidate will have strong manufacturing background in the Personal Care industry, specializing in the Quality Chemist/Process Engineer process. Requires a Bachelor's Degree in Chemistry or related science field. Send resume to HR@gordonlabsinc.com with salary history.
- **CLINICAL SUPERVISOR (#1309-15).** BioScreen Testing Services, Inc. an established consumer product testing laboratory, providing services to the Pharmaceutical /Biotech, Medical Device and OTC /Personal Care industries is seeking a Clinical Supervisor for our Torrance or Phoenix Clinical Facility. The candidate will assist in planning, developing and managing research studies. Candidate will also supervise research assistants, coordinators and support staff in carrying out research studies according to protocol. Minimum Ph.D., plus three-five years of clinical industry experience. Supervisory experience. Excellent written and verbal communications skills. Experience in technical writing and at supervising/managing subordinates. Proficiency in interpreting clinical data and in statistics. BioScreen offers a competitive Benefits Package. www.bioscreen.com Resumes to jobs@bioscreen.com.
- **SALES ACCOUNT MANAGER (#1309-16).** TRI-K seeks experienced/ qualified candidates for the position of Sales Account Manager for both domestic and international opportunities in various regions. Responsibilities include: Develop/ implement account specific sales strategies to meet/exceed budget. Call on Key Accounts to understand their needs. Present/ promote new and alternative ingredients/ technology. Obtain/ evaluate feedback on samples and technologies. Participate in trade shows/sales conferences/sales meetings. Awareness of market trends, new technology, pricing, and customer projects. Requirements include: BS/BA, Chemistry. 5+ years sales experience in the chemical/ personal care industry. Considerable overnight travel required. Please forward resumes to PeopleEnergy@tri-k.com. , indicate "Sales Account Manager" in the subject line.
- **KEY ACCOUNT MANAGER-COSMETIC PIGMENTS AND ACTIVES, WEST COAST (#1310-01).** Cosmetic Pigments and Actives is responsible servicing and growing the business at major accounts within the cosmetics/personal care industry. Serve as Global Key Account Manager for at least one Global Key Account, when appropriate. Qualifications; Relevant 4 year BS/BA degree e.g., Biology, Chemistry, Chemical Engineering Minimum of 3 to 5 years selling specialty products for personal care/cosmetics, knowledge of key contacts within customer accounts for which s/he would be responsible is essential. Applicants please apply at www.emdmillipore.com/careers.

Job Opportunities

POSITIONS AVAILABLE

- **KEY ACCOUNT MANAGER-COSMETIC PIGMENTS AND ACTIVES, EAST COAST (#1310-02)**. Key Account Manager - Cosmetic Pigments and Actives is responsible servicing and growing the business at major accounts within the cosmetics/personal care industry. Serve as Global Key Account Manager for at least one Global Key Account, when appropriate. Qualifications; Experience working with distributor or channel management Relevant 4 year BS/BA degree e.g., Biology, Chemistry, Chemical Engineering, Minimum of 3 to 5 years selling specialty products for personal care/cosmetics, knowledge of key contacts within customer accounts for which s/he would be responsible is essential. Applicants please apply at www.emdmillipore.com/careers.
- **FORMULATING CHEMIST (#1310-03)**. Aware Products, a personal care manufacturer in Chatsworth, is looking for an experienced R&D chemist. Responsibilities of the position include formulation of all hair care and body care products including OTC products, writing manufacturing procedures for scale up, troubleshooting and adjusting batches, understanding global regulatory requirements, researching new ingredients, maintaining stability records and lab notebook, as well as knowledge of current technical and industry trends. The ideal candidate will have a BS in chemistry or related discipline with a minimum of 3 years of experience in cosmetic formulating. Please email resume and salary requirements to plordhutchinson@awareproducts.com.
- **SENIOR SCIENTIST (#1310-04)**. Henkel Beauty Care - Schwarzkopf and Henkel, maker of Dial, Got2B, Right Guard and a strong line of professional salon products, is seeking a Senior Scientist to join our team in Scottsdale, AZ. This position will provide lead on assigned projects, which involve problem solving, data generation, analysis, and interpretation. PhD with 0 – 5 years of experience or MS/BS with 5 or more years of experience Come join a top international CPG company! Please send resume to Tracy.Reed@us.henkel.com.
- **COSMETIC CHEMIST (#1310-06)**. Chatsworth, CA: We are seeking experienced R&D Chemist - formulation of color cosmetics and skin care. Creating new innovative products as well as keeping current with new ingredients. Minimum 3 years experience in formulating color cosmetics and skin care. Degree in Chemistry and/or related science fields. Send resume to cosmeticindustryjobs@gmail.com.
- **ACCOUNT MANAGER (#1310-07)**. Chatsworth, CA. Color Cosmetics Manufacturing company looking for experienced candidate to service current customers and growing new business within the lines as well as reaching out and getting new business. Minimum of 3 years experience within industry of manufacturing cosmetics and personal care manufacturing company. Send resume to cosmeticindustryjobs@gmail.com.
- **TECHNICAL DEVELOPMENT SPECIALIST, WESTERN US (#1310-08)**. Reporting to US Industry Director, provide technical ingredient and formulation consultation to Personal Care and Household/Industrial Cleaning industries to drive sales growth. Travel with field sellers on joint customer meetings. Uncover and resolve needs. Work as team with Regional Industry Manager to develop and implement strategy. Align with Suppliers to provide customer solutions. Gather market intelligence. Collaborate with National and Regional Management. Cooperate among internal personnel, vendors and customers. College degree, technical preferred. 5 years minimum industry technical experience. Laboratory experience. Strong interpersonal skills, oral and written. Strong organizational skills; ability to multi-task complex projects. Computer proficiency. E-mail resume: joshua.hashim@univarusa.com.
- **SALES POSITION (#1310-09)**. Dr. J SkinClinic natural skincare provide high potency, non-evasive products formulated in perfect balance of science and nature. Most of our core ingredients are natural, organic and USDA certified, extensively researched and clinically proven for efficiency and safety. Sales Position: professional sales background, work independently, able to meet set targets. Develop deep market knowledge, demographic, and information related to sales territory. Qualifications: Bachelor's degree from accredited college or university. Minimum 3 years experience and knowledge of skincare products, preferably clinical sales. Candidate with sales accounts are highly recommended. Kindly provide previous employment history of salary records to cservice@drjinternational.com and mkim@drjinternational.com.
- **MARKETING AND PR POSITION (#1310-10)**. Dr. J SkinClinic natural skincare provide high potency, non-evasive products formulated in perfect balance of science and nature. Most of our core ingredients are natural, organic and USDA certified, extensively researched and clinically proven for efficiency and safety. Marketing and PR Position: Marketing professional able to analyze objective and performance. - Brand management; assist in advertising plans. Qualifications: Team player, work with cross functional partners on multiple projects. Microsoft Word/Excel/Power point professional, able to communicate, build and foster trust. Minimum 3 years of experience preferably within cosmetic industry. Kindly provide previous employment history of salary records to cservice@drjinternational.com and mkim@drjinternational.com.

Job Opportunities

POSITIONS AVAILABLE

- **SALES ASSOCIATE (#1310-11).** Duties: Form relationships with retailers and distributors to increase market share. Travel 15 to 18 days monthly to conduct seminars, trainings and sales calls. Attend trade shows and represent System Jo in a professional manner. Follow up with customers to maintain and enhance relationships. Manage all aspects of the following for retail accounts; Product assortment and placement, retail marketing and in-store merchandising and performance reports to upper management. Education/and or skills: Minimum 1+ years related successful experience in retail field. Sales skills, overall exceptional business skills, strong negotiating and relationship skills. Superior organization and time management. Exceptional interpersonal skills and ability to interact with customers and ability to travel extensively and manage a flexible work schedule. If interested please forward your resume and cover letter to: Ddiamond@systemjo.com.
- **COSMETIC CHEMIST (#1310-12).** Currently seeking a highly motivated and experienced cosmetic Chemist in Anaheim, CA. Responsible for formulating a variety of professional Skin Care and Hair Care products. Responsible for development of new products, processes, methods and formulations with minimal assistance and direction, reverse engineering and minor reformulation. Must be highly organized, self-motivated, and able to multi-task with the working knowledge in FDA, cGMP, OSHA, and international cosmetic regulations. Qualifications: Minimum of 3+ years of laboratory experience in a manufacturing environment with strong chemistry knowledge (Hair care, body care, skin care, beauty and cosmetics experience) Email resume to : info@orangelabusa.com.
- **R&D LAB TECHNICIAN (#1310-13).** Boise, ID. The R&D Technician must be a flexible and detail oriented team player that communicates well and will be highly organized in a multitasking environment. They will be a self-starter that enjoys a challenge and has a desire to grow in technical knowledge and expertise in cosmetic formulating and manufacturing. Specific responsibilities. Make, test and assist with personal care formulations. Maintain a detailed lab notebook. Perform stability testing and maintain stability records for the lab and production batches. Perform quality control responsibilities of production batches. Generate batch sheets for the new products moving from the lab into production. Create ingredient lists according to FDA/ INCI guidelines. Support the formulation chemist in performing various research tasks. If interested please forward your resume to kelly@mariposalabs.com.
- **QC CHEMIST (#1311-01).** A Manufacturer of OTC and Personal care products currently has an opening for a QC Chemist. Responsibilities include but not limited to: Compliance with GMP, GLP and other regulatory agency requirements for OTC and cosmetic testing, including raw material, in-process and finished goods. Be able to conduct routine analysis of raw materials, in process and finished product and packaging components according to SOP and other duties as assigned. This individual must have a Bachelor's degree in Chemistry with 3-5 years' experience in a CGMP quality control laboratory. Please send resume to Royden Shiroma at: roy@cosmetictchnologies.com.
- **MANAGER OF REGULATORY AND QUALITY COMPLIANCE/FORMULATING CHEMIST (#1311-02).** Sombra Cosmetics, an Albuquerque-based pharmaceutical and personal care manufacturing firm is seeking to hire a Manager of Regulatory and Quality Compliance. This position will report to the COO. Responsibilities: Ensure the safety and quality of products comply with FDA and other regulatory agencies. Functional leadership in the implementation and development of new products/projects. Oversee all technical dossier development for all products. Requirements: minimum of 5 years regulatory experience managing QA/QC. In depth knowledge of GLP, GMP, audits, FD&C, FLA, FPLA, OSHA, and EPA and US state environmental regulations. For consideration, please email resume and salary history to resume@sombrausa.com
- **SR. SALES REPRESENTATIVE (#1311-03).** Lipscomb Chemical, a technical sales company based out of Long Beach, CA, is seeking an experienced salesperson to the Personal Care Industry. The ideal candidate will have a technical degree and 5+ years sales experience to the California cosmetics industry. Please send your resume in confidence to Mark Stepanek, Sales Manager – Personal & Home Care at mstepanek@lipscombchemical.com or call 562 961-3333.
- **ASSOCIATE DIRECTOR OF QUALITY (#1311-04).** Associate Director of Quality position is open for G.S. Cosmeceutical USA, Inc. We are a contract skin care manufacturer that is rapidly growing and currently seeking candidates to fill this role.. If you have 10+ years of Quality (QA and QC) management experience in Cosmetic, OTC and Rx manufacturing then please contact Shaheen Khan with your resume to Shaheen@gscos.com or call 925-583-1414.
- **R&D COORDINATOR (#1311-05).** Dermalogica is looking for a R&D Coordinator. In this position, your responsibilities will include providing assistance to the R&D and QC departments to support new product development requirements. Also, you will provide technical support with existing products in the area of evaluation, documentation, sampling and testing. We're looking for a minimum of 1 year laboratory experience, preferably in a cosmetic or pharmaceutical environment. Proficient in Microsoft Word applications. (No relocation). Please visit our website at www.dermalogica.com to apply.

Job Opportunities

POSITIONS AVAILABLE

- **QUALITY ASSURANCE TECHNICIA (#1311-07).** Growing Orange County cosmetic formulator seeks QUALITY ASSURANCE TECHNICIAN to conduct and document formula stability and quality control testing. REQUIRED: 1-2 years in related discipline such as pharmaceuticals or cosmetics; education in scientific discipline, preferably life sciences; excellent attention to detail; ability to work independently and accommodate rapidly changing priorities; excellent time management, communication and computer skills. Put QC APPLICANT IN SUBJECT LINE. Send resume and salary expectations to: qc@benchmarkcl.com.
- **PRODUCT DEVELOPMENT/FORMULATION MANAGER (#1311-08).** "Kemin, a profitable and progressive, privately-held international company headquartered in Des Moines, Iowa (USA) with a vision to "improve the quality of life by touching half the people of the world every day with our products and services" is looking to hire a Product Development/Formulation Manager for our Personal Care division. The incumbent is responsible for the innovation, feasibility determination, and development of personal care products and general solutions. The role of the product development/formulation manager is to develop product extensions and test them in application for specific customer needs for the personal care industry. " Apply on line at: <http://www.kemin.com/about/careers/career-opportunities>.

POSITIONS WANTED

- **CONSULTANT (#1311-06).** I am an experienced R&D industry scientist, expertise in cosmetic, personal care, cosmeceutical/OTC, medical aesthetics product development looking to consult for an organization. Key strengths, topical delivery, regulatory, in vitro & clinical safety and efficacy methodologies for marketing claims. Please contact: larrderm@aol.com; 760-877-5385.

*This monthly listing is a free service to all members of the SCC. To place a technical job listing in the Cosmegram, a maximum of 100 words, **please e-mail your job listing to John Garruto, Employment Chair at jgarruto@skinmedica.com** or Bethany McCarver at bmccarver@skinmedica.com. Please limit to technical positions only. When the position is filled, please notify Bethany McCarver to have the listing deleted. If we do not hear from you, it will be removed after two months. To place an ad in the next issue, information must be received 20th of each month. Please note: We do not knowingly publish listings that have been placed with a search firm and are not responsible for duplicate listings. We also do not release the names of job seekers unless directed to do so by the job seeker.*

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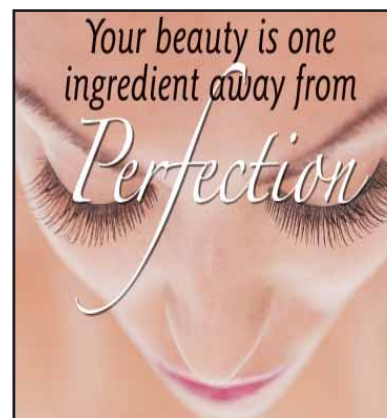
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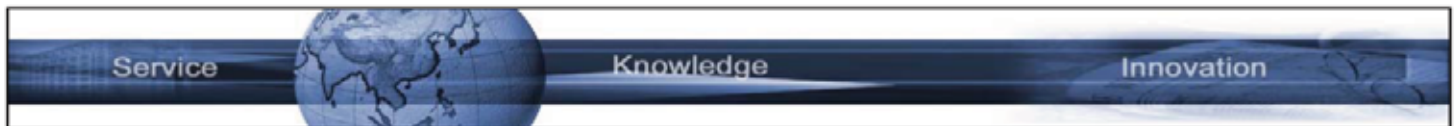


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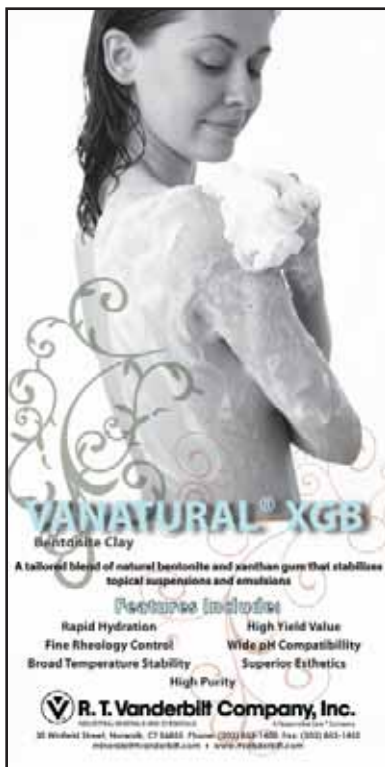
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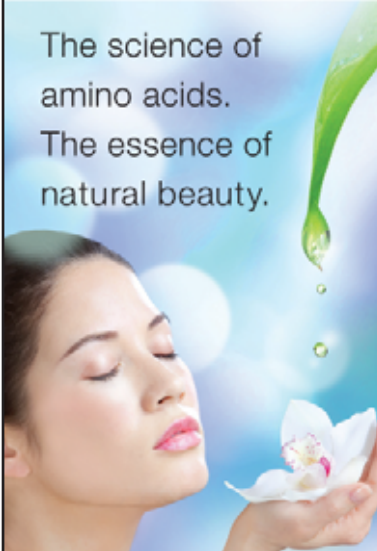
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- February meeting:
Warner Center Marriott
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- May meeting:
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SCC Contact Information Changes

If you are a member of our chapter and your information (ie. name, address, company, phone numbers, email address) has changed, please make sure you contact us with the new information so we can update our database. If changes are not sent to us, you may not be getting your newsletter, meeting notices, course registrations, etc. Please contact Tina-Marie Lesko at tmlesko@presperse.com with any changes.

Free November Meeting for Members!

In addition to offering our members half off the cost of meetings for this year, the board has decided to make this November meeting free to all members with a reservation. It's now a better time than ever to become a member or to renew your membership. Please talk to Tina-Marie Lesko for more information about how to become a member.

Membership Retention Contest Winner



The winner of our \$100 gift card for the membership retention contest was Marina Nisman from Aware Products!

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