INTERVIEW
DR. JOSÉ DE CHASTONAY
DR. ANNE-KATHRIN STOLLER

Dr. José de Chastonay,
José de Chastonay has been employed by Bachem in various positions in the United States and Switzerland, most recently from June 2012 through the end of 2017 as CMO of Bachem Holding AG. He launched his career at Serono and Roche, then became CEO of Irvine Scientific and was active in M&A. He earned his doctorate in medical microbiology at the University of Bern and completed an MBA at the European University in Montreux.

Dr. Anne-Kathrin Stoller,
CMO (as of 1.1.2018)
Anne-Kathrin Stoller has worked for Bachem in various positions in Switzerland, most recently from April 2010 to the end of 2017 as VP Business Development & Sales. Her career began at Exxon Mobil Chemical. She studied chemistry at the University of Hannover and earned her doctorate in bio-organic chemistry at the University of Basel.
How does Bachem keep its edge as market leader?

José de Chastonay: Bachem continues to uphold its trailblazer status through ongoing development of peptide chemistry and advances in automation for maximum efficiency. This keeps us competitive and enables us to meet our customers’ expectations of top quality.

Getting down to brass tacks, what makes Bachem so unique?

JC: Customers value our quality and our commitment to partnership. Bachem stands out from the competition through expertise in chemistry and dependability in project execution. Our slogan, “Pioneering Partner for Peptides”, communicates these strengths.

Anne-Kathrin Stoller: Especially in project execution, Bachem has expanded its capabilities in recent years and developed considerably as a company. This is something our customers value greatly and is part of how we’re making sure we can live up to our slogan.

What makes Bachem the “partner of choice”?

JC: It’s about much more than the product itself. We don’t just sell peptides, we support our customers in a close partnership from product development to approval.

AS: Along with our unique know-how when it comes to innovative and efficient manufacturing of peptides, Bachem also offers a lot more. Bachem is a knowledgeable advisor for customers in all phases of drug development. We are there for our customers, providing support and contributing our experience for each of over 150 NCE development projects, from the pre-clinical stage to market approval.

What opportunities and challenges do you see for Bachem in entering new markets?

JC: The peptide market remains very dynamic. There are still a lot of peptide projects in progress. Bachem is providing the efficient infrastructure to complete them. This takes long-term planning and the will and capability to invest.

AS: Entering new geographic markets is both an opportunity and a challenge. Bachem is a company which operates worldwide. We sell our products and services in very many countries around the world. That means knowing and respecting the unique aspects of new geographical markets. We have to weigh potential against expense and be able to identify the right moment.

Bachem pursues a systematic quality strategy. Does that still win points in global competition?

JC: Absolutely, especially in the pharmaceutical industry, where regulatory requirements play a very important role.

AS: A company like Bachem can only be successful in the long term with a systematic quality strategy. It’s about much more than the quality of the actual products themselves. The quality has to be right in every area, such as project execution and communication with our customers. Systematically bringing our quality commitment to life gives us a decisive competitive advantage.