

**Dr. Dietmar Kahle**  
**Director Product Support – Sample Handling, Eppendorf AG, Hamburg**



Dietmar Kahle holds a Ph.D. in molecular and microbiology from Christian-Albrechts-University, Kiel, Germany.

He began his career as a sales rep for a pharmaceutical company. In 1995, he started working for Eppendorf AG, one of the leading suppliers of laboratory products, scientific devices, instruments and consumables. Since then, he has filled several different positions in Application Support, Marketing, and Product Management. From 2001

to 2005, he was Director of Marketing at Eppendorf North America in Westbury, NY. He has been Head of Product Support for Sample Handling products since 2011.

The focus of his department lies on supporting the local Eppendorf subsidiaries and dealers as well as on providing product and application trainings both for sales reps and end customers. His department started to work with e-Learning tools in 2005 and has since then used several different approaches both with in-house resources and with external partners. Extending and intensifying the use of Blended Learning tools is one of his primary goals in the next few years.