

Client Name

Chief Executive Officer

Accomplished executive with extensive experience in leading/optimizing financial, technological, and operational functions through data-driven decision-making to drive profitable business growth within highly regulated environments.

Commendable background in revamping product lifecycle, ranging from development, launch, marketing, and distribution with keen focus on improving P&L figures. Solid history of executing research and development initiatives across enterprise product/services by leveraging multifaceted background in medical sciences. Repeated success in positioning companies as key marketing influencers by collating and interpreting medical trends to impactful healthcare service solutions. Excel at securing regulatory approvals to reposition brands as top-tier service providers. Proven ability to successfully analyze organization's critical business needs, identify deficiencies and potential opportunities, and develop innovative and cost-effective product solutions to enhance competitiveness. Successful in cultivating strong professional relationships and driving organizational improvements, while aligning with regulatory requirements and established best practices.

Areas of Expertise

- Product Design & Development
- Advanced Manufacturing
- Global Distribution & Commercialization
- Global Regulatory Affairs
- Strategic/Business Planning
- Financial Auditing
- Team Leadership/Training
- Revenue Generation
- Restructuring Operations

Notable Accomplishments

- Extensive experience in leading diverse and complex team of highly trained, professionally educated, employees.
- Expert in company formation, including legal framework, facilities, team hiring, and formation of management infrastructure as well as board of directors.
- Expert in raising private equity financing from seed to late-stage, expansion (post-commercialization) rounds.
- Expert in leading concept to commercialization of high technology products, including development of technology roadmaps, such as R&D, patent strategy, and regulatory/reimbursement plans.
- Expert in preparing go-to-market strategies and execution plans for premium products that served healthcare industry.

Career Experience

President & Chief Executive Officer / Board of Directors, Medrobotics Corporation, Location 2009 – Present

Recruit 127 people globally with foundational expertise in key robotics disciplines, advanced manufacturing, seasoned robot sales organization, quality systems, and regulatory affairs. Oversee conversion of 40,000 square foot facility to multi-disciplined R&D, advanced cleanroom manufacturing, and distribution center as well as state-of-the-art surgical training center with five operating rooms. Direct marketing efforts within company, such as product design inputs, go-to-market strategies, reimbursement, quality, and regulatory strategies; Team build world's first and only commercialized flexible surgical robot addressing unmet needs within advanced GI endoscopic cancer surgeries and head/neck cancer surgeries. Lead receipt of 11 FDA clearances, multiple CE marks, and product registration in 27 countries for broad applications in body for surgical resection of cancers and benign diseases. Conduct successful (no exceptions or non-compliances) financial audits for every year since inception by Marcum.

- Drove sales of 35 robot systems in first three years (18-month selling cycle) and \$15M in sales in 2019 with 70% gross margin as well as projected 85+% revenue CAGR from 2019 to 2022E with cash-flow positive forecast for 2022.
- Displayed leadership stature in development and validation of business model on basis of multiple revenue streams, including robot system sales (ASP \$1M EA), surgical instruments (ASP \$1,500 per procedure), accessories (ASP \$20K EA), and service contracts (ASP \$110K/year).
- Raised \$170M as well as in process of raising \$200M for commercial expansion and R&D.

- Spearheaded company's intellectual property strategies, such as acquisition key assets and devising offensive and defensive patent development strategies, involving extensive intellectual property portfolio with 250 issued/allowed and pending patents worldwide.
- Accomplished among first companies globally to attain ISO 13485:2016 Certification in 2019 after nine successful (no major non-compliances) quality and regulatory audits by FDA and Notified Bodies in previous three years.

Entrepreneur-in-Residence (EIR), Pittsburgh Life Sciences Greenhouse (VC), Location 2007 – 2009

Led due diligence on 29 Pennsylvania-based opportunities with goal of providing Seed or Series A funding. Spearheaded financing, company reformation, and business plan/ model development for Chronic Health Metrics, Inc. that specialized in application of statistical monitoring tools for management of patients with serious mental illnesses. Directed financing, company, and business plan development for Circadiance, Inc. that designed, manufactured, and sold SleepWeaver™ all cloth continuous positive airway pressure (CPAP) mask for Obstructive Sleep Apnea market.

- Led refinancing/repositioning along with bringing venture capitalist (VC) syndication partners to ALung Technologies, Inc. that provided percutaneous intravascular extracorporeal gas exchange device (Hemolung™) for supplementation or replacement of mechanical ventilation in patients with acute or chronic respiratory distress in Intensive Care Unit.
- Facilitated formation, business plan/team development and led syndication of east and west coast VCs for \$4M Series A financing for EyeTect (core product is noninvasive, non-contact continuous real-time monitoring of brainstem activity for objective assessment of consciousness of coma patients) with assets spun out of local Pittsburgh company, Neuro Kinetics as well as from New Jersey company.

President & CEO / Board Director / Co-Founder, Triton BioSystems, Location 2002 – 2007

Devised strategic business plan, recruited and developed team/global partnerships, and built R&D/corporate facilities. Directed design, development, and testing of prototype products successfully. Lobbied U.S. Congress for multi-year funding through U.S. Army successfully. Acquired Thermonix, Inc. (Minnesota), merged with Triton, and acquired strategic patents and licenses of key products from multiple institutions around world. Led development of 24 patents' portfolio, trademarks, and acquisition of several patents. Discussed jurisdiction of product/preclinical requirements with FDA and foreign regulatory bodies.

- Acquired through license (XOMA/GENENTECH) worldwide rights (60 patents) to manufacture and utilize fully-humanized monoclonal antibody (anti-Ep-CAM) commercially to incorporate into TNT system.
- Fostered formal co-development / manufacturing partnerships with world-class institutions, involving 'first in man' clinical trials at Dartmouth College's Norris Cotton Cancer Center.
- Raised \$9M in Seed and Series "A" funds from institutions, private investors, and U.S. Congress.

Additional Experience

Director, New Ventures Group / Director of Marketing, Medi-Tech Division | Boston Scientific, Location

Divisional General Manager, Professional Divisions | Johnson & Johnson, Location

Product Marketing Director / Regional Sales Manager / Product Specialist, Ethicon Endo-Surgery | Johnson & Johnson, Location

Scientific Officer, Department of Surgery | The Queen Elizabeth II Medical Centre, Queen Elizabeth II Medical Center, Australia

Education

Doctor of Philosophy in Neurophysiology | The University of Western Australia, Perth, Australia

First Class Honours (Distinction) (Thesis)

Bachelor of Science | The University of Western Australia, Perth, Australia

Professional Development

- Media Trained (Burson-Marsteller) with Several Media Engagements with Each Employer (except Boston Scientific)
- Authored Several Scientific Journal Articles.
- Received Several Awards and Distinctions during Education and Research.
- Co-Inventor on Several Patents Issued for Surgical Technologies