

Medical Device Leader & Technologist



# Medical device CEO with track record of growing and selling companies

20 years experience in senior meddevice management assembling and driving multi-disciplinary teams in product development, manufacturing, quality assurance, regulatory approval through marketing and direct and distributor sales successes.

Successfully contributed to multibillion dollar, multi-million dollar and startup companies.

20 years of hands-on design engineering experience with over 110 issued US medical device patents and over 100 more still pending.

Knowledgeable and fluent in many medical device specialties including:

- Cardiac and vascular surgery implants and devices
- Interventional cardiology and radiology implants and devices
- General, laparoscopic, robotic and minimally invasive surgical devices
- Orthopedics including spinal fusion and carpel tunnel procedures and devices
- Oncology including breast, liver, kidney and bowel treatment devices

### **Experience**

September 2022 to Present

#### **CEO**

Calon Cardio-Technology Ltd.

Startup company developing a Fully Implantable Left Ventricular Assist Device

- Crystallizing the product goals and focused specifications
- Building a world-class team
- Charting the course to FDA clinical trials
- Fund raising

January 2022 to August 2022

#### **President and CEO**

Navigate Cardiac Structures Inc.

Startup company developing trans catheter heart valves

- Re-started operations after COVID shutdown
- Setting development and regulatory strategies & plans
- Fund raising
- Building staff and consultant teams
- Driving toward FDA regulatory clinical trials for approval

March 2021 to December 2021

### Senior Global Business Development Manager

Radius Innovation, part of Jabil

Contract research, development and manufacturing organization with over 100 facilities worldwide

- Focused on Med Device and using my extensive contacts in my business network to develop relationships
- Secured extensive Med Device relationships with Jabil for research through manufacturing opportunities

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### **Contact**

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# Patents & Area of Expertise

Listed "Inventor" on over 110 US issued medical device patents and over 100 US patents still pending:

- General surgery instruments
- Laparoscopy instruments
- Hand surgery treatment devices
- Spine surgery implants
- Cardiac surgery treatment devices and implants
- Vascular surgery implants and devices
- Interventional radiology treatment and implant devices
- Interventional cardiology implants and devices
- Oncology treatment devices
- Breast biopsy/lumpectomy devices
- Bowel surgery devices
- Kidney dialysis treatment devices

## **Experience**

November 2015 to December 2020

### **President and COO**

Jarvik Heart Inc.

Jarvik Heart founded and still chaired by Dr. Robert Jarvik, inventor of the first artificial heart, designs, manufactures and sells ventricular assist devices worldwide.

- Raised non-dilutive working capital toward continued growth. >\$6M
- Negotiated unique FDA strategy for FDA PMA trial cutting number of patients required in half
- Won a \$1m international Grant with Leviticus-Cardio to develop a fully wireless implantable system
- With Leviticus-Cardio successfully implanted first in human wireless Jarvik LVAD as bridge to transplant
- Increased global distribution by adding key international regional distributors
- Doubled potential manufacturing volume without increased headcount
- Outsourced manufacturing bottleneck processes.
- Brought multiple triple digit offers to the board for acquisition

March 2015 to Present

#### **Founder**

PeterHinchliffe.com

- Consultancy created to mentor, develop, grow and sell technology.
- Strategic Advisor and Board Member

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### **Passions**

- Growing, positioning and selling technology companies
- Creating and building teams to develop and sell new technologies in the highly regulated medical device space
- Turn-around activities for large and small divisions or companies using my deep knowledge and experience in all areas of my medical device career

### **Personal**

US and UK Passport holder currently residing in Wales, UK and West Yarmouth, MA

### **Experience**

December 2010 to March 2015

President and CEO Cardiac Systems (Cardiac Surgery and Cardiac Assist)
President and CEO Cardiac Surgery
Vice President, R&D Vascular Interventions

Maquet Cardiovascular aka Getinge

Maquet Cardiovascular is part of a multi-billion dollar medical device group (GETINGE) with products for, among others, cardiac and vascular surgery as well as interventional cardiology and radiology

- Awarded promotions multiple times in 5 years to increasingly critical and senior roles over 4 manufacturing facilities in the US
- Cardiac Surgery, Vein Harvesting, IABP businesses -Created 5 year strategic plans for each business unit including organic growth and acquisition targets.
- Analyzed, proposed and executed cost reduction plans including facility moves and staff reductions
- Optimized two of the highest margin business units grossing over \$400m sales annually
- Positioned and sold product line to streamline business unit offering. (Safeguard femoral and radial artery closure device for example to Merit Medical)

April 2009 - November 2015

#### **Founder**

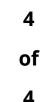
Deep Vein Medical

Medical device start-up, spun out of ISI, LLC to focus on a percutaneous venous valve for chronic venous insufficiency.

- Awarded multiple patents
- Secured multi-million dollar partnership offers from large strategic partners



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## **Experience**

January 2007 – November 2015

#### **Founder**

Interventional and Surgical Innovations, LLC Venture funded medical device incubator accelerating development of multiple technologies in general and cardiovascular surgery. Awarded multiple patents supporting the continued development of many concepts.

- Drove contract design and manufacturing toward US and European regulatory approval of a unique Guidewire product (The Parodi Guidewire)
- Attracted interest and proposals for partnerships with multiple large strategics
- Spun out the venous valve product due to the significant development successes and market interest

February 2002 - December 2006

Group President IPD & IV divisions Feb 2002 – President IV division Vice President, R&D & Operations (IPD) & Vice President, R&D (IV) Group Vice President, R&D for IV & Interventional Products divisions (IPD) Vice President, R&D for InterVascular Division (IV)

Datascope Corp. (now part of GETINGE)

Datascope was a multi-million dollar public medical device company providing products to cardiac and vascular surgeons as well as interventional cardiologists and radiologists.

• Awarded promotions multiple times in 5 years to increasingly critical roles over 2 mfg facilities, one in the US and one in France

- Created 5 year strategic plans for each business unit including organic growth and acquisition targets
- Executed business development and organic development plans expanding product offerings
- Analyzed, proposed and executed cost reduction and process improvement plans including staff reductions
- Optimized two of the highest margin business units grossing over \$200m sales annually
- Part of the senior management team supporting company sale

March 1999 - February 2002

### Founder - Vice President, R&D

Rex Medical

Medical Device "Start-up" focused initially on interventional radiology and cardiology products

- Started and built the initial infrastructure and development team.
- · Awarded multiple patents for:
  - Interventional radiology products
  - Interventional cardiology products
  - General surgery products
  - Oncology products
  - Secured multi-million dollar sale for Thrombectomy device in first 14 months.

1992 - 1999

Director, Research and Development 1992 -1999

Program Manager (Minimally invasive CABG program)

Program Manager (Trocar Systems)
Senior Design Engineer (orthopedic products)
Design Engineer (laparoscopic products)

United States Surgical Corporation (then Covidien, now Medtronic)