



Peter W.J. Hinchliffe

Medical Device Leader & Technologist

Medical device CEO with track record of growing and selling companies

20 years experience in senior medical device 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 multi-billion 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 carpal 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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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 (Trocac Systems)
Senior Design Engineer (orthopedic products)
Design Engineer (laparoscopic products)**

United States Surgical Corporation (then Covidien, now Medtronic)