

**NAME**  
Address  
Phone Number • Email

## HEAD OF RESEARCH, DEVELOPMENT & ENGINEERING

Multitalented management professional with over 10 years of experience at the forefront of product engineering and development for the medical, pharmaceutical, and biotechnology sectors. Demonstrated history of leading engineering teams in the design and launch of innovative new products that break the mould and represent a significant competitive advantage.

Well-versed in key design principles such as customer-centric development, design for manufacturing, and quality by design, resulting in a robust product suite capable of strong market capture while delivering optimal profit margins against product cost. Outstanding cross-cultural liaison able to unite diverse teams and management professionals to establish a platform for communications. Dedicated to achieving process and organisational efficiency.

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Research & Development • Project & Programme Management • Product Design & Engineering  
Customer Relationship Management • Strategic Planning • Competitive Analysis • Requirements Management  
Business Start-Up • Emerging Technologies • Product Innovation • Value Creation • Team Building & Leadership  
Customer-Centric Development • Cross-Cultural Collaboration • Design for Manufacturing • Quality by Design

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## PROFESSIONAL EXPERIENCE

**COMPANY, Location • 2009-Present**  
Contract manufacturer of medical devices.

### **Vice President of Engineering**

Recruited to provide strategic leadership over the product development process, integrating unique technologies into the design, development, and build of precision plastic parts. Research and implement emerging technologies that expand the limits of manufacturing capability and feasibility. Coordinate a group of 45 cross-functional engineers spanning mechanical, electrical, plastics, and biology, segmented into 5 separate process development and customer-focused teams. Act as primary representative of the business unit with the main company in Japan, providing updates, strategic reports, and a strong cultural link.

### **Selected Achievements:**

- Boosted engineering sales from €100,000 to €3 million over 4 years by bringing in new client projects.
- Drove 2x year-over-year sales growth for each consecutive year since 2009.
- Transitioned the company from a focus on sole product development to customer-centric innovation.
- Expanded the engineering sales team from 17 to 45 personnel.
- Fostered a cross-border approach to sales centred on development of competitive opportunities.
- Raised the division to achieve 5-10 product launches per year, with 80% of customers in the U.S.
- Served as central point of contact for clients during engineering, development, and start-up phases.

**COMPANY, Location • 2006-2009**  
€2 billion international sporting goods company with more than 6,000 employees.

### **Director, R&D**

Led brand development and advancement for a suite of products organised by function. Drove innovation in product development to optimise marketability and increase customer capture. Coordinated teams throughout Austria and France, with authority over up to 45 personnel throughout the product development and brand innovation process.

### **Selected Achievements:**

- Recovered brand from losses to once again achieve profitability by centring focus on high-end racing and freestyle products, with technologies shared by mid-price and low-cost brands.
- Spearheaded concept, innovation, development, and launch of a new technology for customers seeking performance improvements.
- Significantly improved synergies between the brands on a manufacturing level by engineering a large headcount reduction at the French site.
- Overcame cultural differences by acting as a pivot point for communications and conflict resolution.

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### **COMPANY, Location • 2000-2006**

€2 million surface chemistry solutions business and spinoff of the €10 million company.

### **Director, R&D / Managing Director (2003-2006)**

Promoted from a research role to oversee development and launch of the new platform technology as a separate start-up business. Guided 2 teams in building the product offering and forging relationships with customers in the German pharmaceutical market. Created lab prototypes for demonstration to customers and application to product packaging.

### **Selected Achievements:**

- Built the brand business from the ground up, including sourcing the company's first customers and coordinating technology licensing to manufacturing partners.

*Earlier roles with Company include Scientist (2000-2003). Further early career details available on request.*

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## **FORMAL EDUCATION**

**6-Month Post-Doctoral Program**  
Organisation

**Doctor of Philosophy in Biochemistry**  
**Master of Science in Chemistry**  
University, Location

## **PROFESSIONAL DEVELOPMENT**

Completed training on finance, controlling, sales, project management, leadership, team building, communication, regulatory affairs, ISO 13485, GMP / QSR, and plastic sciences. Details on request.

## **PROFESSIONAL AFFILIATIONS**

ACS • AACC

## **LANGUAGE SKILLS**

English (native) • German (native) • French (intermediate)

**\*\*\* Extensive List of Patents and Publications Available Upon Request \*\*\***