

HD*medical*.org

C-Suite/Executive position

HDmedical is an exciting medical device start-up company facing its next growth phase and seeking the right individual(s) to reinforce our executive team. If you are an experienced company person looking to manage others and hire consultants, DO NOT APPLY. We are looking for an energetic, action-oriented professional with experience in transitioning companies to logarithmic growth. Specifically, we are moving from clinically-trialed and just launched to taking our rightful place as a well-known global solutions provider. Outcomes may be solitary organic growth, partnership, or M&A depending on the candidate.

We are not VC-backed.

Duties include:

Day-to-day executive operations of business, including setting and meeting goals and timelines, actively seeking opportunities, setting and managing budgets, and managing Accounts Payable/Accounts Receivable

Detailed involvement in sales and marketing (digital and non-digital) including project management for CRM, target sales, and staff resources

Partnership planning & execution including documents, contracts, pitch decks, meetings, searching for/vetting bona fide opportunities

High level management and oversight for production, operations, supply chain, engineering, R&D, HR, payroll, and ongoing staff education for an ISO-13485 compliant class II manufacturing facility

Experience with regulated businesses (medtech preferred), and the fast-changing environments of young companies, including organizational development, maturing processes, internal standards, and external positioning

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This is a hands-on leadership position for a forward-looking, fast-paced innovator in medical devices. We set realistic goals, work to meet them, and measure our performance with transparency and response. This is a rare opportunity to be part of something special, influencing the standard of care for vulnerable patients worldwide. An ideal candidate would have a profile of VP or above, operations, and a background in company finance.

Salary is \$150k - \$350k with bonuses depending on vetted experience in directly (preferred over 'on the team that did it') taking companies to the next level, Benefits include Health/Dental/401k. For the right candidate(s), this is your opportunity to lead a locked and loaded medical device company to greatness.

The HD Medical manufacturing facility is quaintly positioned in Rutland, Vermont. We are considering a second location for executive offices. EOE.

Reply to: Stephen@HDmedical.org or Marie@exersides.com