|  |  |
| --- | --- |
| **John Hendrick** |  |
| **President or CEO** |
| **510-396-1531 ▪ john.hendrick@outlook.com ▪ ▪https://www.linkedin.com/in/johendrick/** |  |

Strategic Planning / Regulations / R&D / M&A / Manufacturing / Auditing / Budgets / Medical Devices / QC / ISO / UL / CMS / Funding / Sales / Production / Product Launch / Operations / Logistics / Trials / FDA / IPOs / MDD / Assembly / Analysis / Consulting / Distribution / Patents / Legal / Marketing / Engineering / Startups

Visionary leader who delivers business success by starting and running fast-growth high technology organizations. Highly sought after senior level professional with expert strategy abilities. Able to lead as either an officer or hands-on trial professional. Deal maker who leverages deep, global hands-on entrepreneurial, operational, business development, R&D and manufacturing expertise to drive business innovation.

Customer driven leader that values feedback to build win-win business outcomes. Able to lead inclusive teams that do more with available resources than others. Interfaces easily with scientists, officers and technical professionals. Builds trust, fosters collaboration, and gains consensus within all company functions. Noted for:

* **Starting up and growing medical division to become $600M industry leader**
* **Winning $25M+ in funding for critical clinical trials**
* **Expert with 30 years of global medical device experience**
* **Setting-up and building global partnerships that earn millions**
* **Delivering new products quickly to develop 510(k) and PMA processes**
* **Negotiating business transactions to save expenses and capture new revenue streams**

Education: BA in business administration from the University of San Bernardino California.

### Career History & Selected Accomplishments

**President**

SafeCo LLC.

*A high technology medical device consulting company.*

01/16/2019 to Present

Developed, launched and managed a single ownership company that provides proprietary medical device consulting services. Provided technical business consulting and investment research to undisclosed venture capital groups. Developed and delivered comprehensive strategies, tactics, financials and processes for manufacturing, market analysis, regulatory and compliance, and product development initatives.

**President and CEO**

Mynosys

*A VC funded medical device company.*

4/1/2013 to 1/15/2019

Built, implemented and controlled all executive direction for a medical device company that developed a capsulotomy medical device. Led product development, secured VC funding and in only four years received CE Mark and FDA approval. Captured ability to secure Category III reimbursements and rolled out profitable product into 22+ markets and countries. Supervised 12 associates and managed $10M budget.

* **Successfully raised $25M in funding.** Carefully researched the capital market, set plans to introduce company and product and met with key funding decision makers. Captured $5M in NIH funding and raised an additional $20M from Venture Capital sources including angel funds and private individuals. Vast majority of private funds were from physicians and distributors.
* **Completed clinical trials in one year.** Partnered with team to develop and launch a new product. Worked with research engineers and in short order, developed a clinically acceptable product that is used in preclinical studies and animal modeling. After building protocols and exhaustive bench testing, trials, and securing FDA approval, product was launched successfully. Led to the capture of $10M in new revenue.

**President and CEO**

Neo Vista Inc.

*A medical technologies incubator startup to advance treatments macular degeneration (AMD.)*

1/2005 to 1/2013

Recruited to introduce product manufacturing and innovation from the ground up, and to guide the clinical and regulatory processes for proprietary and minimally invasive surgical technology that used a radioactive isotope to treat ARMD. Developed, implemented and managed all operational functions, set legal boundaries, expanded patent base and recruited a staff of 100. Raised VC funding, conducted two Phase II double blind trials. Controlled $25M budget.

* **Managed the 1st U.S. Ophthalmology clinical trial.** Researched the ability of the company to internally conduct the trial. Convinced company to fund the first clinical trial by delivering many presentations and financial analysis reports. Was able to convince CMS through effective cost savings for the agency of over $750M a year to help fund the FDA clinical trial.
* **Gained funding to complete a UK clinical trial.** Determined the funding of a clinical trial in the United Kingdom that delivered a significant savings to the agency. Made presentations that magnified the potential savings of over $500M to the group and gained approval. Sold data from the first trial for $10M and used funds to offset original funding loan. Provided stable funding base allowing a second trial to continue.

**Executive Vice President and General Manager**

Sanmina-Sci, Medical Division

*A contracting and manufacturing services company.*

1/2002 to 1/2004

At the end of the dot.com bust, was hired to save a startup of a newly formed medical division. Analyzed strategic plan, and set new operations, administration, sales, distribution, manufacturing, engineering, quality, regulatory and finance direction. Established stand-alone headquarters and eight new globally situated manufacturing locations. Became largest contract medical device manufacturer in the world with 1,500 employees. Controlled $50M budget.

* **Delivered $600K in revenue for the world’s largest medical device manufacturer.** Hired as 1st employee in newly created medical device division. Converted their component business of fully manufacturable devices. Developed and trained the sales organization, established 10 FDA approved medical device manufacturing sites in 8countries. In two years, captured $600M in sales revenues.
* **Created profitable engineering service delivery group.** As a part of the division development, created a research and development engineering group focused on medical device consulting services. Hired 25 engineers who produced service products as specified by their customers. In a short period of time, secured over $25M in engineering revenues, adding to the sales results, gave $625M in bottom line revenues.

**President, COO and CEO**

Sunrise Medical Technologies

*World leader in development, design and manufacture of mobility and personal products.*

1/2001 to 1/2002

Hired as COO to build the internal structure of a public company and to bring its sole product to Pan-Asian market. Developed sales, marketing, regulatory compliance, QA, manufacturing, International logistics, finance, R&D, patent processes, legal needs, and critical fund-raising to support the business. Successfully launched the product that became the world standard in cutting-edge product.

* **Captured highest volume placements of ophthalmic lasers used in refractive surgery in first quarter launch.** Came to company, and reviewed impressive clinical data which allowed people to be able to read immediately. Product was not ready for market. Quickly finished the development of the very sophisticated laser system within six months which led to capturing the record breaking first quarter launch of $25M
* **In six months, appointed by the Board of Directors as President/CEO.** After completing the product launch, found product was based on faulty clinical trial. Board entrusted fix to John, who restructured staff from 100 to 12, secured emergency funding and negotiated payment of legally mandated items. Positioned company to take the steps to file for Chapter 7.

**COO & General Manager of Europe and Asia**

VidaMed Inc.

*A company that designs, develops, manufactures, and markets systems for the treatment of urological problems.*

1/1994 to 1/2001

Responsible for a $25M global division of a medical device company. Led the strategic efforts for the European and Asian markets for the global medical device manufacturing company. Supervised 150 associates and led the manufacturing, quality, sales, regulatory and research and development departments.

* **Completed a successful sale of a manufacturing division.** Prior owners started manufacturing in the UK with a $1M grant from a local government. The grant had to be paid back. Provided analysis of the business and completed the sale of the manufacturing organization along with the debt to another competitor. Transferred the debt as part of the sale without any penalty to VidaMed.
* **Built the company into a sought after acquisition.** Developed and launched a reusable device that established the base for the company becoming a purchase target. Found product under development was not viable in its current condition. Partnered with the R&D group and brought to market a pilot product. Product success was key in positioning the company to be sold to Medtronic for $325M.

### Key Words

Policies, Cost Effective, Regulation, Policy Making, Financial Performance, Change Management, TV, Presentation, Compliance, Acquisition, Strategic Planning, Leadership, Ability to Analyze, Interpersonal Skills, Negotiation, Objectives, Management, Oversee, Procedures, Management Experience, Special Events, Public Relation, Financial Statements, Financial Data, Evaluate Performance, Business Administration, Finance, Fundraising, Engineering, Administration, Accounting, Flexible, Verbal Communication, Motivate Teams, Motivate, Knowledge, Promote, Direct, Management, Direct Mail, Reports, Team Building, Global, Manufacturing, Processes, Trials, Public Relations.