

# Chief Business Officer IME Medical Electrospinning

**Apollo**  
EXECUTIVE SEARCH

**We're hiring!**

**Lead the global commercialisation  
of this game-changing medical innovation  
in the field of regenerative medicine**

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**Chief Business Officer  
IME Medical Electrosinning**

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**Compensation:** Competitive. Equity negotiable

**Location:** Flexible, preferable close to Amsterdam or Waalre,  
with regular management team meetings in Waalre

- Lead the commercialisation of new medical innovations in the field of fiber-based medical device solutions with huge potential to revolutionise regenerative medicine
- Become an integral part of the leadership team, working directly with the CEO
- Help to scale a research led, high potential medical device company into a leading global medical device solution provider
- Work on the forefront of cutting edge medical- and nanotechnology that can save human lives

For over ten years, IME Medical Electrosinning has been a leading player in the field of developing and implementing electrospinning processes and equipment. Applications include the manufacturing of medical devices for (regenerative) medicine and drug delivery. IME serves clients and scientific partners from the Pharma and MedTech industry, as well as scientists, MedTech scale-ups and health institutions.

Applying specific polymers, IME's advanced equipment creates fiber-based medical device solutions. These solutions mimic the natural human extracellular matrix in nanometre and micrometre format for implants and membranes in the human body. Human cells recognise this artificial matrix (scaffold) as the body's own, facilitating the repair of the damaged tissue for heart valves, blood vessels, nerves, tendons, skin and bone etc. This is in contrast to implants and membranes of traditional structures, which are seen as foreign and therefore can lead to scar tissue or rejection phenomena. The vast array of innovative applications includes fully bioresorbable stents, heart valves, nanofibrous meshes and many other new devices for local drug delivery, implantables and tissue engineering.

In 2019 IME launched the MediSpin XL™ production platform for large-scale industrial manufacturing of reproducible and scalable electrospun nanofiber-based scaffolds for Class I, II and III medical devices, marking a global breakthrough in the controlled large-scale production of batch-consistent, high-quality end-products in volume.

This September, IME successfully completed a new financing round raising €3 million in equity financing and debt from existing shareholder TIIN Capital, new investors Borski Fund and Lumana Invest, and from Rabobank Region Eindhoven.

Judith Heikoop, CEO

“The additional financing and support of new shareholders Borski Fund, Lumana Invest, and existing shareholder TIIN Capital, will enable us to further strengthen our MediSpin XL electrospinning platform and industrial production capabilities for medical devices and drug delivery applications. Combining our state-of-the-art production platform with our broadened focus, underpins our strong belief in the strategic goal of becoming the leader in large-scale production of both medical devices and drug delivery solutions.”

Currently, the IME team consists of 12 people. The CEO, Judith Heikoop, has over 20 years of industry experience working at Crucell, DSM, Numico, Organon and as an entrepreneur. Judith also worked at McKinsey and completed a PhD in Medicine.

There is great momentum and energy at IME. This has also been recognised recently by mt/ Sprout naming IME one of the 50 most ambitious, innovative, and fast-growing companies in the Netherlands.

- Lead business development at IME, realising commercial growth
  - Initiate promising business leads, at both mid-sized companies as well as well-known, multinational companies (working together with the CEO)
  - Convert leads into mutually beneficial deal structures. Negotiate NDAs on equal footing. Structure and negotiate commercial partnerships
  - Collect and analyse incoming (collaboration) request and leads. Lead a rigorous prioritisation effort based on long term strategic goals and commercial potential. Identify and fuel the most promising leads
- Contribute to the overall organisation as an active management team member
  - Be the customer voice in the management board and present new potential application opportunities
  - Contribute to achieving ambitions in a broad sense
  - Help shape the company culture as IME grows

# Requirements

- ✓ Commercial and entrepreneurial skill set to lead the identification of new business opportunities and work together with partners to explore and realise new product offerings
- ✓ Scientific and academic base to understand the potential medical applications of the product in depth
- ✓ Ability to prioritise and execute successfully in a scale-up setting
- ✓ Ability to negotiate NDAs and collaboration agreements on an equal footing
- ✓ Open and direct communicator, to become a strong, positive contribution to the company culture and the brand ambassador internally and externally
- ✓ Fluency in written and spoken English is a must
- ✓ Willing to travel to customers when needed and able to regularly be in Waalre, e.g., for weekly MT meeting

# We would love to hear from you!

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Please write to Nadine and kindly including your CV.

Many thanks in advance, we very much look forward to hearing from you.

Nadine Collet van Rems

Principal, Apollo Executive Search

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