

Chief Operating Officer IME Medical Electrospinning



Apollo
EXECUTIVE SEARCH

We're hiring!

**Build and lead the operations at IME,
a game-changing innovator
in the field of regenerative medicine**

Chief Operating Officer
IME Medical Electrosinning

Compensation: Competitive. Equity negotiable

Location: Waalre with occasional travel for specific client co-development projects

- Build and lead the internal product/project delivery organisation of new medical innovations in the field of fiber-based medical device solutions, including a team of highly skilled application engineers and quality control engineers
- Lead the cultural change needed to transform a research led, high potential medical device company into a leading global medical device solution provider
- Be responsible of understanding customer needs and translating them into technical requirements together with the applications team to design high-quality end products on time and cost
- Become an integral part of the leadership team, working directly with the CBO to co-create winning business deals for IME and our customers
- Work on the forefront of cutting edge medical- and nanotechnology with a strong impact on quality of life of many patients

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 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. 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, nerves, tendons, 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. This marked 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 15 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. IME’s innovations have the potential to create a strong impact in the MedTech industry. 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.

- Build a highly motivated and high-performance development and production team
- Lead the operations at IME, creating successful strategic alliances with our key customers
 - Work closely with the CBO to co-create the business deal ensuring that the business deal is achievable, success is measurable and budget and timing are based on realistic expectations
 - Translate the business deal into clear objectives for the application scientists to ensure that your team can be successful by enabling them to deliver on budget, on time and to the highest quality standards
 - Build strong relationships with our customers to ensure long-term success of our collaborations

- Create an environment of customer focused collaboration
 - Work closely together with the CTO/Founder to ensure that the machine development which is the backbone of all of IME's new medical innovations is reflecting new market trends and customer needs
 - Be the connector of external customer demands with the internal R&D focus, creating an environment of continuous learning and knowledge sharing
- Contribute to the overall organisation as an active management team member
 - Being responsible for People & Culture
 - Being the connector of the customer voice with the internal operations
 - Contribute to achieving company ambitions in a broad sense

Requirements

- ✓ Strong people manager – Motivator
- ✓ Scientific and academic base to understand the potential medical applications of the product
- ✓ Strong project management skills and can-do mentality to work successfully in a scale-up setting
- ✓ Experience in or affinity with leading organisational change
- ✓ Experience as an alliance manager or in a similar role to lead co-development projects with customers is a plus
- ✓ 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

We would love to hear from you!

Please write to this email and kindly including your CV.

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

Nadine Collet van Rems

Partner, Apollo Executive Search

De Bary | Herengracht 450 | 1017 CA Amsterdam

Email: nadine@apolloexecutivesearch.com

Mobile: 06 21 48 75 03

<https://apolloexecutivesearch.com/>