



Medical Explants Ltd
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Summary

A highly successful Company Director with a strong background in major Blue Chip companies and extensive (over 30 years) worldwide experience in the medical device sectors including Orthopaedics. An accomplished successful start up director, with first hand invaluable experience in regulatory, manufacturing and professional medical marketing and consultancy across multi-disciplines for manufacturers, legal firms and the NHS. Expert witness and consultancy in litigation involving medical device cases in UK, Europe and US.

Education, Training, Experience & Knowledge

Medical Industry Accreditation Certified
Development and implementation of CE marked medical device from conception to market
Quality management system implementation
Risk Assessment
Dangerous goods / Hazardous IATA certification
Transportation and logistics of used medical devices
Used medical device analysis service
Experience of working with Notified Bodies
Medical Device Factory Visit Experience
Analysis and reporting of used medical device
BA Hons Accountancy (law, marketing & I.T.)
BTEC - Accountancy
GSCE, O Levels - Including Mathematics and English literature and language
Johnson and Johnson Management Fundamentals (Senior Management)
Presentation training - up to 750 delegates
Company Legal Training and Experience
Regulatory training and implementation
Computer software training
Anatomy and Physiology
Rospa Gold Driver Skills

Published articles and paper(s)

Orthopaedic Product News - Principle author Jason Wilson - The NHS IAS. September 2023.

Clinical Services Journal - A changing landscape : explant analysis (p50-51 - NOV 22)

Your expert witness - Explants: analysis of failures can lead to improvement all around (p42 - Issue 62)

Presentation - British Orthopaedci Association (BOA) , Liverpool 2023 Product Theatre - Patient Safety through the NHS Implant Analysis Service at Revision Surgery.

Interests

Sprint Triathlons / Gym / Cycling
Golf - Member Wynyard Golf Club
Community Fundraising
Sedgefield community choir

Career

Founder and Director of Medical Explants Limited *October 2019 to present*

Medical Explants Limited are involved in all aspects of used medical devices. Consultancy in relation to used medical devices (UMDs) to the medical and healthcare sector NHS UK. Forensic expert and consultancy services to the medical-legal sector.

NHS Strategy Lead - Medical Devices & Surgery *July 2023 to February 2024 fixed term contract*

Succesfully developed and introduced a new service to the NHS from inception through to launch at the British orthopaedic Association to allow the analysis of used medcail devices.

Founder and Managing Director - Get Orthopaedics® *March 2008 to present*

Get Orthopaedics are sales agents, manufacturers and distributors of Medical Devices.

Key achievements and experience:

- Medical device agency, manufacturers and distributors.
- Extensive experience of clinical support in operating theatres for a vast number of medical devices as well as consumable products.
- Trained hundreds of surgeons and theatre staff on the use of products in the operating room.
- Grew foot and ankle sales of almost £500,000 for start up in their first year
- Won Most Promising New Business Award - Teesside
- Established own branding for Get Orthopaedics®
- Distribution of biologic testing kit - Philadelphia, USA based manufacturer
- Implemented Get Orthopaedics® Quality Management System
- CE marked Get Orthopaedics® own brand of manufactured products
- Provided consultancy expertise for companies and organisations (inc NHS)
- International commercial experience (USA, Dubai, Europe) and negotiation up to CEO level
- Venturefest award for RTC innovative product development for explanted devices
- Worked with and funded by UK Govt. Department of International Trade (Dubai and China)

Various roles to Senior Management DePuy Johnson & Johnson *Jan1995 to Mar 2008*

Most recent role first:-

Worldwide Senior Brand Manager - Global Brand Medical Device
International Group Product Manager - International including ASPAC
Sales Manager - London and South East
UK Hip Product Manager - National Position
Senior Sales Executive

Medical Devices - Comprehensive career progression in sales management, strategic marketing management, surgeon and distributor training, clinical research, product development, surgeon

training and product management roles working in UK, Europe, ASPAC and the US. Extensive global travel working with distributors in Europe, ASPAC.

Key achievements and skills:

Johnson and Johnson Sales representative of the year UK

Several sales award including new product introductions

Johnson and Johnson Sales Manager of the Year

Presentations worldwide to senior clinicians

Worldwide training and educational implementation - extensive travel with Orthopaedic Surgeons

Undertook all marketing functions including clinical research for worldwide brands

Orthopaedic product development through CE trials Internationally

Largest DePuy Surgeon meeting with over 700 Delegates (LCS Knee, Dublin)

Presentations to sales teams of up to 750 Delegates (International Sales Conference, Europe)

Senior Sales Representative - Pfizer 1991 to Jan 1995

Award winning pharmaceutical sales representative

General Practice and Hospitals Anti-depressants, antibiotics, Anti-inflammatory products.