

<p align="center"><b>Curriculum Vitae: Mike Karim</b></p> <p align="center">Sandhurst, Berks, United Kingdom  Tel Mobile: + 44 (0) 787 2019124  Email: michaelkarim1@icloud.com</p>	
<p><b>MedTech founder with 28 yrs. experience developing international businesses in large corporations, start-ups &amp; SMEs.</b></p> <p><b>Board leadership, fund raising w extensive investor network, presenter &amp; panellist.</b></p>	
<p><b>Oxford Endovascular Ltd</b>  <b>2015 - Present</b></p>	<p><b>CEO and co-founder</b>  <i>July 2015 - Present</i></p> <ul style="list-style-type: none"> <li>o Raised over £8m capital for spin-out from Oxford University</li> <li>o Developing 'Flow Diverter' to cure brain aneurysms</li> <li>o Best Med-Tech Start-up award Oxford Bio Network 2017</li> <li>o Winner of Biotrinity 'Perfect Pitch' 2017</li> <li>o Winner J&amp;J 'Best pitch' Start up slam Bio-Europe</li> <li>o Secured £3m non-dilutive grant funding – Horizon 2020</li> <li>o Winner of EIT Health Covid-19 rescue instrument</li> </ul>
<p><b>Aptus Endosystems</b>  <b>2014 – 2015</b></p>	<p><b>Senior Director of International Sales</b>  <i>Sept 2014 – July 2015</i></p> <p>Lead and developed the international endo-anchoring business with direct &amp; distributor teams</p> <ul style="list-style-type: none"> <li>o Developed new markets for endo-anchoring.</li> <li>o Set up Endovascular Focus Group</li> <li>o Profiled company with KOLs and potential partners.</li> <li>o Double digit growth &amp; 120% of target increasing company value.</li> <li>o Supported successful exit to Medtronic.</li> </ul>
<p><b>Heartware Inc.</b>  <b>2010 – 2014</b></p>	<p><b>Global Director of Market Development &amp; Training</b>  <i>Sept 2012 – Sept 2014</i></p> <ul style="list-style-type: none"> <li>o Supported HeartWare US approval &amp; commercialisation leveraging corporate resources to support \$200M revenue.</li> <li>o Built teams delivering global market development programs.</li> <li>o Set up 10 Centres of Excellence (4 in US) negotiating guidelines with the FDA.</li> <li>o Developed global training programs for commercial teams.</li> </ul> <p><b>Director of International Markets &amp; President Heartware France</b>  <i>June 2010 – Sept 2012</i></p> <p>P&amp;L responsibility across EMEA, APAC.</p> <ul style="list-style-type: none"> <li>o Built international teams, gaining market approvals &amp; growing Ventricular Assist device business from \$10-20M.</li> <li>o Determined business model for multiple international markets.</li> <li>o Part of global leadership team setting strategic direction</li> <li>o Gained global regulatory approvals and market leadership in 2yrs.</li> </ul>
<p><b>Lombard Medical Technologies</b>  <b>2007 - 2010</b></p>	<p><b>Director of Sales &amp; Marketing</b>  <i>June 07– June 2010</i></p> <p>Reporting to the CEO, commercialised the AAA Stent Graft business</p> <ul style="list-style-type: none"> <li>o Part of fundraising team securing \$20M investment.</li> <li>o Built brand &amp; launched Aorfix stent graft gaining CE indication.</li> <li>o Set the strategic plan for the business delivering \$5M revenue.</li> <li>o Developed business in major EU countries, Russia &amp; Brazil.</li> <li>o Gained KOL congress symposia endorsements &amp; publications.</li> <li>o Gained approvals &amp; reimbursement in new markets.</li> <li>o Supported US approval process leading to commercialisation.</li> <li>o GM role to restructure through the economic downturn.</li> </ul>

<p><b>Boston Scientific</b> 1995 - 2007</p>	<p><b>Director Sales &amp; Marketing, Peripheral Vascular UK &amp; Ireland</b> <i>May 05 – May 07</i></p> <ul style="list-style-type: none"> <li>○ P &amp; L responsibility delivering revenue of \$20M.</li> <li>○ Restructured a 22-person team, set corrective actions achieving 14% growth in Neurovascular exceeding plan.</li> <li>○ Developed an economic model supporting new stroke services enabling Carotid business to grow in excess of 40%.</li> <li>○ Developed performance indicators &amp; commission scheme.</li> <li>○ Built stroke awareness market development strategy gaining NICE guidance resulting in 42% growth in Carotid Stenting.</li> <li>○ Led a cross divisional project on 'managing change'.</li> <li>○ Trained Europe sales managers on enhanced sales execution.</li> </ul> <p><b>Northern European Sales Manager, Urology &amp; Gynaecology</b> <i>Apr 2001- May 2005</i></p> <p>Managing direct teams and distributors across 6 countries in a matrix.</p> <ul style="list-style-type: none"> <li>○ On UK and Nordic management boards, delivering double digit growth taking sales to \$10M.</li> <li>○ Gained NICE approval for a start-up gynaecology technology, gaining sales of \$1M within 1 yr. after creating a new team.</li> <li>○ Led PR campaign working closely with government agencies.</li> <li>○ Partnered with the British Endo Urology Society.</li> <li>○ Developed competencies for high performing sales managers. 5 team members won 'President's Club'.</li> <li>○ Won 'President's Club' for European Sales Manager of the year.</li> </ul> <p><b>UK &amp; Ireland Sales Manager Urology</b> <i>Mar 1999 – Apr 2001</i></p> <ul style="list-style-type: none"> <li>○ Responsible for divisional P &amp; L growing flat business by 19%.</li> <li>○ European Team of the Year.</li> </ul> <p><b>European Marketing Manager Urology</b> <i>Mar 1997 – Apr 1999</i></p> <ul style="list-style-type: none"> <li>○ Built strategic partnerships with KOLs setting up the 'European Society for Uro Technology'</li> <li>○ Conducted a market analysis of the European Stone market mapping growth opportunities and a successful strategy.</li> <li>○ Launched 5 new products developing tools to support the sales teams, gaining market leadership in Urology at \$8M.</li> </ul> <p><b>Regional Business Manager, Urology, South East UK</b> <i>Mar 1995 – Mar 1997</i></p> <ul style="list-style-type: none"> <li>○ Sales Person of the Year</li> </ul>
<p><b>Upjohn Pharmaceuticals</b> 1991 – 1995</p>	<p><b>Hospital Sales Specialist &amp; GP Specialist</b> <i>Aug 1991 – Mar 1995</i></p> <p>Cardiology, Obstetrics &amp; Gynaecology, Oncology &amp; Urology.</p>

<p><b>Personal Details</b></p>	<p><u>Education:</u> <b>BSc (Hons), Physiology &amp; Pharmacology Pre-Clinical Medicine</b></p> <p><i>Southampton University (1991)</i></p> <p><b>MBA</b></p> <p><i>Henley Business School (2008)</i></p> <p><u>Publication:</u> <i>'Medical Device Companies Entering China'</i> Journal of Medical Marketing</p> <p><b>ABPI merit (1991)</b></p> <p><u>Languages:</u></p> <p>Spanish &amp; French (O-level Grade A), Studying Mandarin.</p> <p><u>Interests:</u></p> <ul style="list-style-type: none"> <li>• Fund raising, presenter &amp; panellist at Bio-networking events</li> <li>• Steering committee member 'Medfit Europe'</li> <li>• Mentoring start-ups and business students: (Oxford University, Henley Business School)</li> </ul> <p>'Be Heard' interview: <i>Starting a Spinout</i></p> <p><a href="https://www.youtube.com/watch?v=3AcxGS2l6q4">https://www.youtube.com/watch?v=3AcxGS2l6q4</a></p> <p><u>Status:</u></p> <p>Married with two children</p>
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