

Profile

Highly accomplished President and Chief Executive Officer with a proven ability to commercialize innovative technology and deliver compelling financial results. Unique combination of experiences in early stage start-ups, turnarounds, revenue and profit acceleration, and mergers and acquisitions. Experience working with governments at all levels, meeting legislative requirements, and meeting public shareholder requirements.

Professional Experience

Christie Consulting Services, President, Vancouver, BC, 2009–present

Christie Consulting accelerates the growth of early-stage technology companies through the commercialization process by providing the following services:

- Business strategy development and business plan creation
- Global market assessments
- Financial modeling and fundraising assistance
- Clinical trials preparation and regulator approval guidance

Pyng Medical Corp., President and CEO, Vancouver, BC, 2006–2009

Pyng is a publicly traded medical device company that manufactures proprietary products for trauma patients in austere environments.

- Increased sales from \$3M to \$6.5M and operating profit from \$69K to \$858K within two years
- Led the acquisition of three technologies, which immediately generated \$1M in new revenue streams
- Raised \$1M in sub-debt financing, expanded line of credit to \$1M and more than doubled corporate assets
- Improved patent portfolio from 8 to 29 issued or pending
- Enhanced the distributor network with the addition of 12 new distribution partners globally

InnerVision Medical Technologies Inc., President and CEO, Vancouver, BC, 2005–2006

InnerVision is a privately held company engaged in the research, development and commercialization of ultra high resolution, 3D acoustic imaging systems that represent a breakthrough improvement in medical ultrasound.

- Raised \$900K in government funding through three different agencies and \$1M in private equity
- Developed a \$2.4M annual operating budget to further fund research, development and expansion
- Negotiated an in-licensing agreement with the University of Virginia for complimentary technologies
- Recruited and directed contracted services in design-controlled engineering, radiology, biomedical engineering, regulatory affairs, product management, and clinical investigations in North America and Europe
- Devised clinical trial protocol and gained regulatory clearances for clinical proof-of concept trial in the UK

VSM MedTech Ltd., VP of Sales (2000), Executive VP (2001–2002), COO (2002–2004), Vancouver, BC

Previously traded on the TSX, VSM was a world class medical device company that researched, engineered and manufactured innovative functional brain imaging technology and patient monitoring systems for global markets.

- Created brand packaging, pricing points, promotional literature, sales tools, and instruction manuals
- Oversaw all aspects of human resource performance as the company grew from 12 to 175 employees
- Spearheaded the consolidation of two production facilities into a world-class manufacturing operation
- Supported the acquisition of CTF Systems Ltd., a world leader in MEG functional brain imaging
- Managed regulatory affairs, clinical data collection and quality assurance functions

Clearnet Communications, Regional Vice President – BC and Alberta, Burnaby, BC 1997–2000

Clearnet was a publicly traded company that led the Canadian marketplace in the launch of digital wireless technology (PCS and Mike), prior to acquisition by TELUS in 2000.

- Oversaw the start-up, development and growth of Clearnet's wireless network in Western Canada
- Increased revenues from \$3M to \$42M within three years
- Formulated the regional distribution strategy and established dealer and retail partner networks
- Worked with municipal governments for approvals to build out cellular infrastructure

Laidlaw, General Manager – Metro Vancouver Market, Coquitlam, BC 1993–1997

Prior to acquisition by Allied Waste Systems in 1997, Laidlaw was a market leader in waste and recycling management, environmental services, school busing, and ambulance transportation across North America.

- Thrived in this highly entrepreneurial environment with P&L accountability for \$37M in annual revenues
- Provided leadership to 12 managers and 200 personnel; reported to the Executive Vice President
- Increased shareholder value threefold from break-even to a 16.5% return on assets
- Implemented an innovative service delivery system that resulted in customer satisfaction levels of 99.3%

Medigas, Vice President and GM – Pacific Region (1991–1993); Western Region (1993), Vancouver, BC

Medigas is Canada's largest provider of home oxygen services and related respiratory products to homecare patients, hospitals and health ministries.

- Consolidated the Pacific Region and reduced operating costs by 25%; created synergy in merging BC, Alberta and Saskatchewan regions into a cohesive division
- Maintained P&L accountability for combined annual revenues of \$23M

Baxter/American Hospital Supply, Operations Manager (1982), Territory Manager (1982), Critical Care Sales Specialist (1983–1986), Area Sales Manager (1987–1991), Burnaby, BC

American Hospital Supply was the world's largest medical surgical supply company until its acquisition by Baxter in 1985. Today, Baxter is recognized as a globally diversified market leader in numerous clinical specialties.

- Mentored 10 direct reports in driving divisional revenues from \$6M to \$14M
- Received Area Manager of the Year Awards in 1988, 1989 and 1990

Board, Advisory and Committee Appointments

- Wavefront Wireless Commercialization Centre – Executive-in-Residence (2013–present)
- Acetech Academy of Technology CEOs – Director (2012–present)
- BC Innovation Council – Accredited Lead Mentor (2011–present)
- InnerVision Medical Technologies Inc. – Director (2005–present)
- Life Sciences BC Medical Technology Advisory Committee – Member (2008–present)
- Squeezease Therapy (now Wearable Therapeutics Inc.), New Ventures BC 2012 Finalist – Mentor and Advisor (2011–present)
- Kingfish Group – Advisor (2010–present)
- Lions Capital Corp – Mentor (2009–present)
- Hemosonics – Advisor (2009–2011)
- Light Integra Technologies – Advisor (2009)
- Association for Corporate Growth Membership Committee – Member (2009–2010)
- Pyng Medical Corp. – Director (2006–2009)

Education

Masters of Business Administration, University of British Columbia, Vancouver, BC, 1983

Bachelor of Science – Biology Major, University of Montana, Missoula, Montana, 1979