

Curriculum Vitae | Matthias Jörg Filkorn

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Personal & Interests

What drives me: Coaching, digital transformation, enthusiasm, lean processes, empathy and people.

Languages: German (native), English (fluent), Portuguese (advanced), French (basic).

Interests: Road biking, yoga, traveling and discovering foreign cultures, reading, AI, emergency services

Academic career & education

2013 - 2016: Apollon University of Applied Sciences Bremen

Course of studies: Health Economics (part-time studies)
Degree: Master of Arts

2008 - 2011: University of Cologne

Course of studies: Health Economics
Degree: Bachelor of Science

2005 - 2007: ASB Schulen in Lauf a.P. & Malteser Hilfsdienst in Würzburg

Training course: Paramedic
Degree: State-certified paramedic

2005: Year abroad in Brazil

Educator in an orphan children project in Petrolina

2004 - 2005: Civilian service

Intensive care unit at Bamberg Hospital

1993 - 2004: Kaiser-Heinrich High School Bamberg

Graduation: General university entrance qualification (Abitur)

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Work experience

Since 2024: Business development manager outpatient (Central Europe), Smith & Nephew GmbH, Hamburg

- Building up a new business unit from scratch
- Responsible for strategy, turnover, partner, IT, wholesaler
- Market Access and going to market strategies incl. self payment options

Since 2023: MadforMed GmbH, Leverkusen

- Founded my own company to work as an Interim Manager & Freelancer:

Project- & interim management experience:

- ✓ M & A project for an American medical cannabis company to acquire a German subsidiary
- ✓ Restructuring of a German medical cannabis company with a successful insolvency process
- ✓ M & A project for a Norwegian company to acquire an EU-GMP & EU-GDP license in the field of medical cannabis
- ✓ Served as CEO for a Norwegian medical cannabis company, overseeing full company operations, including compliance with pharmaceutical regulations.
- ✓ Directed the establishment and setup of a new business unit for a Danish/German pharmaceutical company, focusing on services.
- ✓ Provided leadership and strategy coaching in the field of medical devices for a German company, emphasizing the optimization of ambulatory surgical services.

2022: Head of Business Unit Services, at cansativa GmbH, Mörfelden

- Development and setting up the strategy of the new business unit Services for medical cannabis.
- Introducing the new CRM System *salesforce* for all suppliers and wholesalers.
- Developing and rolling out of a new pricing structure.
- Head of project management for all external customers in a EU-GDP, EU-GMP and BtM environment.
- Developing and extending the service portfolio f.e. auditing, laboratory analysis, consulting.
- Building up worldwide relationships with suppliers and wholesalers.

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Work experience

2018 - 2022: Ambulatory Business Unit Manager, Arthrex GmbH, Munich.

- Development of a new business unit Ambulatory, for one of the leading arthroscopy suppliers. Responsible for a revenue growth of 18% in the core business in a matrix organization.
- Development of a new business unit Arthrex ares (ambulatory, reimbursement, e-commerce & supplies).
- Responsible for all market access and reimbursement activities
- Conception and rollout of the m.a.r.s. software in EMEA (including Czech Republic, Poland, Italy, France, Belgium) as an agile project.
- Responsible for the approval for wholesale trade with pharmaceuticals (GDP).
- Leadership for up to direct 30 employees
- Technical leadership, training and coaching of the sales staff.

2017- 2018: Head of Sales (acting) at aescologic GmbH, Leverkusen.

- Sales responsibility for € 23 million with a sales growth of 10 %.
- Conception and introduction of a new provisioning and sales controlling concept.
- Leadership and coaching of the sales staff.

2015 - 2018: Head of Business Development & IT at aescologic GmbH, Leverkusen (*rebranding in 2015 from aescologic AG to aescologic GmbH*).

- Development of the business field implants: Establishment of strategic partnerships with manufacturers, software service providers and public insurances.
- Conception and development of the m.o.p.s. software
- Introduction of EDI for orders, delivery notes & invoices on the supplier side.
- Integration of the subsidiary prima-med.

2012 – 2014: Head of Operations at aescologic AG, Leverkusen

2011 – 2012: Executive Assistant at aescologic AG, Leverkusen

2009 – 2011: Working student in the field of business development at aescologic AG, Leverkusen