

# *Curriculum Vitae | Matthias Jörg Filkorn*

**Matthias Jörg Filkorn**

Gereonshof 11  
50670 Köln  
+49 176 22765249  
matthias@madformed.de



## **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**