

# CARL STAMP

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## SENIOR EXECUTIVE, ADVISOR, CONSULTANT & INVESTOR

Medical device industry veteran with 35+ years demonstrated success leading organizations to achieve peak performance. Executive level functional experience in Strategy, Marketing, Sales Management, R&D, and Operations, as well as multi-functional General Management roles, with companies ranging in size from \$18M to \$17B. Recognized as a level-headed commercial leader, strategist, and engineering problem solver with a highly collaborative approach.

## CORE COMPETENCIES

|                                                                                                                   |                                                                                                                     |                                                                                                                   |
|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| <b>Executive Leadership</b><br><b>Strategy Creation &amp; Execution</b><br><b>Market Development &amp; Growth</b> | <b>Communicating &amp; Partnering</b><br><b>Developing Customer Solutions</b><br><b>Global Geographic Expansion</b> | <b>M&amp;A and Integration</b><br><b>Financial Acumen &amp; Oversight</b><br><b>Cost &amp; Margin Improvement</b> |
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## EXPERIENCE AND RESULTS

### Board of Directors Roles

- **SonoStik** – Independent Board Member (2022 - Present)
- **The Bakken Museum** – Independent Board Member (2018 - Present)
- **EXB Solutions** – Independent Board Member (2019 - 2022)
- **Access Scientific** – Independent Board Member (2019 - 2020)

**Gopher Angels, LLC** (2016 – Present) — **Member & Angel Investor** — Assessment, evaluation, diligence and investment in early-stage companies seeking capital.

**C M Stamp Consulting, LLC** (2019 – Present) — **CEO and Founder** — Retained Medical Device industry consultant and advisor, providing assistance to my clients in numerous areas including:

- Acquisition target identification, due diligence, and integration strategies
- Commercial market expansion and Go-To-Market strategies
- Product portfolio evaluations, strategies, and service line assessments
- Leadership/Management assessment, support and guidance

**Smiths Medical, Inc.** (2015 - 2019) — **Sr. Vice President, Global Marketing and Strategy** — Led the revitalization of the three commercial Business Units of Smiths Medical representing roughly \$1.4B in annual revenue. Primary responsibilities included:

- Refining, focusing and strengthening the product portfolio via organic (R&D) and inorganic (M&A) programs
- Attracting and developing commercial leadership talent to create a more competitive culture and accelerate growth
- Stabilizing underlying corporate infrastructure for sustained growth
- Redefining customer focus and Voice of Customer intake processes
- Improving Employee Engagement through global cultural transformation initiative

**Medtronic, Inc.** (2002 - 2014) — Multinational medical device leader with businesses in Cardiac Rhythm Management, Spine, Neuromodulation, Coronary & Peripheral Vascular, ENT, Diabetes, and Navigation.

**Vice President & General Manager, Physiological Research Labs** (2009 – 2014) - Minneapolis, MN – Requested by the CEO to assess, redefine and revitalize this internal service facility that provides R&D, Preclinical Testing, Biomaterials Qualifications, and Training & Education for all Medtronic businesses and geographies.

- Created and implemented a strategic plan for optimization and revitalization of the division
- Extended service offerings to non-Medtronic companies, taking advantage of available capacity and using contract research revenues to offset facility expenses

*LIFE VAC v. DCSTAR*  
U.S. Patent No. 11,478,575  
Life Vac Ex. 1021

- Transformed the organizational culture from a “research services provider” into a business unit; Established P&L reporting and performance metrics; Reorganized the facility into business functions of Sales, Marketing, Customer Service, Operations, Quality, and Regulatory Affairs
- Key performance results: Reduced facility costs by over 20% y/y; Increased market share from 34% to 50%; Increased facility volume by 22%; Increased training utilization by 98%, with over 6,000 trainee visits annually; Incorporated a customer satisfaction index (Net Promoter Score) reaching 73

**Vice President, Global Operations, Spinal and Biologics** (2005 – 2009) - Memphis, TN – Led worldwide operations for the \$3.5B Spinal and Biologics division, improving product introduction speed, order fulfillment, margins and effective tax rate.

- Responsible for 1,700 employees in 5 globally diverse manufacturing sites, 3 distribution and customer service centers
- Improved time-to-market from less than 50% to greater than 70% achievement of planned launch dates
- Improved overall gross margin by over 300 bps, and reduced the effective tax rate by 290 bps
- Initiated a global pan-Medtronic distribution strategy, moving from single to multi-business distribution centers, resulting in fewer centers while creating significant improvements in business continuity
- While leading operations, took the lead role for integrating a multi-billion dollar acquisition

**Vice President & General Manager, Cervical Spine Division** (2002 – 2005) - Memphis, TN - Joined Medtronic to complete the acquisition and integration of a cervical artificial disc and technology company. Following successful completion was promoted to General Manager of the Cervical Spine Division.

- Divisional leadership responsibilities for R&D, Marketing, Clinical and Regulatory Affairs, and Reimbursement
- Divisional P&L responsibility for \$400M annual revenue
- Grew revenue on a 23% CAGR for three years

**Wright Medical Technology, Inc.** (1993 - 2002) — A global orthopedic and ortho-biologics company with revenues approaching \$300M, headquartered in Memphis, TN.

**Vice President, Business Development** (2001 - 2002) - Following the IPO in 2001, utilized a portion of the proceeds to build and solidify the IP and product portfolio, particularly in the ortho-biologics and extremities products areas. Identified, negotiated, and completed multiple IP/technology acquisitions, strategically positioning Wright for sustainable growth in these areas.

**Vice President of Marketing** (1996 - 2001) - Led the worldwide marketing efforts for all product segments including large joint reconstruction, upper and lower extremities, and biologics.

- Expanding product offerings, identified and addressed customer needs, and advanced R&D innovation.
- Worked side-by-side with the CEO to recapitalize the company in 1998 with venture capital partners
- Successfully supported and completed an IPO in 2001 raising \$93M.

**Area Director of Sales** (1993 – 1996) – One of only four Orthomet employees retained following the acquisition of Orthomet in 1993.

- Responsible for the integration and management of roughly 1/2 of the combined Orthomet and Wright Medical US sales forces.
- Collaborated closely with Marketing and R&D heads to integrate the combined company’s product portfolio.

**Orthomet, Inc.** (1991-1993) – **Group Manager of Marketing** - Successfully positioned this \$18M, publicly traded, large joint (hip and knee) reconstructive orthopedics company located in Minneapolis, MN, acquired by Wright Medical Technology in 1993.

**Dow Corning - Wright** (1985-1991) – The orthopedic and plastic surgery subsidiary of Dow Corning Corp., and the predecessor to Wright Medical Technology, Inc. which was formed in 1991, located in Memphis, TN.

**Product Manager** (1990-1991) - Increasing product management and marketing personnel responsibilities.

**Sr. Product Development Engineer** (1985 – 1990) - Increasing product development and engineering personnel responsibilities.

## EDUCATION AND PERSONAL INTERESTS

- **BS - Biomedical Engineering, University of Iowa, Iowa City, IA**
- Outdoor enthusiast (Hunting, Fishing, Skiing, Golfing)
- Mentor, Coach, Volunteer, Angel Investor