

Jason Wilson BA hons

Correspondence -
c/o Medical Explants
Unit 16 Enterprise Court
Queens Meadow Business Park
Hartlepool TS25 2FE

Mobile +44 (0)751 838 7200
Email: services@medicalexplants.com

Summary

A highly successful Company Director with a strong background in major Blue Chip companies and lengthly worldwide experience in the medical device sector, mainly within orthopaedics. An accomplished successful start up director, with first hand invaluable experience of p&l responsibility, regulatory, manufacturing and developing key strategic alliances. Successful experience of professional medical marketing and consultancy across multi-disciplines.

Legal consultancy services - USA/ UK
Indepth commercial insight of medical device industry
NHS / FDA service on explanted medical devices
Sales and marketing of global multi-million brands
Company and product branding
Experience of Regulatory Medical Device Directives to CE
Launching new products and services (International)
Strategic development and implementation

Education & Training

Consulting services medical and legal across broad range of products
BA Hons Accountancy (Business and marketing) - Leeds University
BTEC - Accountancy Certificate
O Levels - Including Mathematics and English literature and language
Johnson and Johnson Management Fundamentals (Senior Management)
Presentation training - up to 750 delegates
Company Legal Training and Experience
Regulatory training and implementation
Computer software training
Anatomy and Physiology
Rospa Gold Driver Skills
MIA and secure3 certified
Extensive product experience - please see schedule 1

Career

Founder and director of Medical Explants Ltd. October 2019 to present

Medical Explants Ltd provide a broad range of consultancy and logistics on medical devices which have been removed from the body to medical and legal institutions.

They facilitate the testing of medical devices (especially Orthopaedic products) , tissue analysis and research into product performance.

Managing Director - Get Orthopaedics® March 2008 to present

Get Orthopaedics are sales agents, manufacturers and distributors of Medical Devices.

Key achievements and experience:

Running a sales agency team medical devices

Rapid establishment as Commercial for Blue Chip Medical Device Companies

- Achieved highest growth for Biomet UK with sales of just less than £1m within 12 months
- Grew foot and ankle sales of almost £500,000 for start up in their first year
- Most Promising New Business Regional Award
- Established own branding for Get Orthopaedics®
- Implemented Quality Management System
- CE marked Get Orthopaedics own brand of manufactured products
- Provided consultancy expertise for companies in the following areas: Clinical trials, sales, marketing, software products, power tools and voice of customer.
- Extensive International travel (USA, ASPAC, Europe, Middle East)
- Members of North East Chamber of Commerce working with DTI
- Provided consulting services to multiple disciplines in healthcare with senior business leaders

Various roles to Senior Management DePuy Johnson & Johnson Jan. 1995 to 2008

Sales Specialist through to Senior Sales Executive

UK Hip Product Manager

Sales Manager

International Product Manager/Senior Product Manager - International including ASPAC

Group Product Manager - International including ASPAC

Senior Group Product Manager - Worldwide Brands

The company sell a wide range of medical devices. Through a range of sales and marketing and management career progression, I was involved in sales management, marketing management, sales training, clinical research, product development, surgeon training and product management roles working in UK, Europe, ASPAC and the US.

Key achievements and skills:

Johnson and Johnson Sales representative of the year UK

Several sales awards including new product introductions

Johnson and Johnson Sales Manager of the Year

Presentations worldwide to senior clinicians

Worldwide training and educational implementation - extensive travel with Orthopaedic Surgeons

Undertook all marketing functions including clinical research for worldwide brands

Orthopaedic product development through CE trials Internationally

Largest DePuy Surgeon meeting with over 700 Delegates (LCS Knee, Dublin)

Presentations to sales teams of up to 750 Delegates (International Sales Conference, Europe)

Senior Sales Representative - Pfizer 1991 to Jan 1995

Award winning pharmaceutical sales representative

General Practice and Hospitals - Anti-depressants, antibiotics, Anti-inflammatory products.

Interests

I enjoy Triathlons (Sprint), Weights, Cycling, Golf, Yoga, Walking and Classic Cars.
FA welfare officer for Wynyard Village Football Club. Charitable work for local school.

Schedule 1 - products

Product experience through training and education, marketings and consultancy UK, International and worldwide experience:-

Primary, revision and custom hip and knee replacements through to total femoral replacement.
Foot and ankle - forefoot, ankle replacement and customs
Shoulder and elbow and upper limb extremities - primary, revision, trauma and tumour.
Spine implants - cages

Cement & Cement mixing products
Bone graft products - Human and synthetic
Sports medicine/ early intervention
Trauma products - nails/ plates / screws/ wires and drills
Biologic products

Medical instrumentation, power tools etc.