

## ERIC R. GILLMAN

(973) 907-2104

205 Stonetown Rd, Ringwood, NJ 07456

ergillman@hotmail.com

---

### MEDICAL DEVICE INDUSTRY

#### LEADERSHIP, PROGRAM MANAGEMENT, AND R&D PROFESSIONAL

---

##### Expertise:

- Leadership and Strategy
- Product Development / Phase Gate
- Portfolio/Project Management
- Operations Management
- Supply Chain/Distribution
- Mergers and Acquisitions
- Regulatory Affairs
- Brand Management
- Surgical Instrumentation

Medical Device Professional with over 15 years industry experience in many types of medical devices, particularly surgical instruments. Skilled in Product Development, Portfolio/Project Management, Operations, Supply Chain, Distribution, and Marketing. Successfully completed over 30 projects (>\$50M) encompassing everything from new product development and commercialization to acquisition transitions to developing sophisticated supply-chain planning tools. Lead professional staffs across multiple departments.

Project Management Professional (PMP) certified and trainer of the project management discipline, with knowledge of Lean Six Sigma methodologies. Knowledge and experience in design controls for FDA Class 1 and 2 medical devices along with EU MDD regulations.

---

### Experience

#### 11/09 – 01/19: **Integra Life Sciences, Inc., Director, Program Management and Product Development, Precision Tools and Instruments**

- Manage team of 4-12 Project Managers and Product Development Engineers globally within the Precision Tools and Instruments franchise (\$200M) for the Codman Specialty Surgical Division (\$900M)
- Developed Portfolio Management system for divisional projects and resource alignment
- Worked on the core team to refine and update the Product Development Stage Gate process to improve agility and maintain compliance.
- Manage new products from development to launch for Surgical Lighting and Instruments (total revenue ~\$200M). Project examples include:
  - New surgical LED headlight
  - Modular laparoscopic instruments
  - Video Assisted Vascular Surgery (VATS) instrumentation
  - Lumbar spinal retractor
  - Sterilization containers
- Lead lifecycle projects for the franchise including indication expansions, discontinuations, design changes, regulatory remediation, and supplier updates.
- Negotiated >\$1M development contract with 3<sup>rd</sup> party for new lighting product representing potential revenue of over \$20M.
- Lead and participated in 5 acquisition transitions:
  - Codman (J&J) – Service and Repair and R&D project manager
  - MicroFrance (Medtronic) - Acquisition project leader
  - Welch Allyn Surgical Headlights – Transition leader
  - Omnitract – Transition leader
  - Luxtec – Transition leader
- Work with Divisional Management to prioritize and develop strategic initiatives

**11/06 – 10/09: Integra Life Sciences, Inc.: Director, Jarit Operations**

- Managed supply chain and distribution of over \$25M in surgical instrument inventory, representing over 15,000 sku's.
- Reduced inventory levels by \$3M (20%) while maintaining service levels of 97%
- Developed Key Performance Measurement plan to improve supplier performance for over 25 suppliers.
- Simplified planning strategy improved forecast efficiencies by over 50%.
- Managed over 25 staff members
- Supported Marketing, Finance, Regulatory, and Quality departments
- Assist with ISO, FDA and SOX audits and acquisition teams

**4/04 – 4/07: Integra Life Sciences, Inc.: Group Product Manager – Surgical Instruments**

- Responsible for P&L of 8 product lines comprising of approximately \$60 million
- Grew sales by 17% in a market of 4-5% growth.
- Supervised a marketing group of 6 people
- Managed the introduction of multiple product line extensions
- Developed strategic plan for Surgical Instrumentation sales channel

---

**7/02 - 4/04: Aesculap, Inc.: Product Manager - Spine**

- Managed five product lines worth \$3.5M in posterior thoracolumbar spine surgery
- Grew sales in lumbar category by 77% from 2002 to 2003
- Launched new pedicle screw system with sales over \$1MM in the first year

---

**6/95 – 1/01: Previous experience:**

- Engineering and operations management professional in paper industry.

---

## **Education**

**1/00 - 5/02: Lehigh University**

Master's in Business Administration Program – 2002

Grade Point Average: 3.85

**9/91 - 5/95: Princeton University**

Bachelor of Science, Mechanical Engineering – 1995, Magna Cum Laude

Grade Point Average: 3.52

---

**Additional:** Project Management Professional Certified (PMP®)

PMI-NJ member

Trainer: Project Management Critical Skills, Integra LifeSciences

Guest Speaker for MD&M East and Marcus Evans on Project and Portfolio Management

MS Office Suite, MS Project, MS Visio, Oracle ERP, Cognos, Gensight

Understanding of FDA Part 801 and EU MDD Design Control Regulations

Princeton alumni candidate interviewer

Volunteer Coach, youth soccer, Ringwood, NJ