



Vice President of Strategic Market Development

Company Overview:

Miach Orthopaedics, Inc. is a commercial-stage, privately held company located in Westborough, Massachusetts, dedicated to developing bio-engineered surgical implants for connective tissue restoration. The company's initial focus is on ACL injuries. The company introduced the BEAR[®] (Bridge-Enhanced[®] ACL Restoration) Implant for commercial use in October 2021. The BEAR Implant is the first technology to clinically demonstrate that it helps restore a patient's own ACL tissue. The current standard of care for treating ACL ruptures is reconstruction, which replaces the native ACL with a graft harvested from the patient or from a deceased donor.

Position Overview:

Reporting to the President & CEO, the Vice President of Strategic Market Development is responsible for developing the strategy and implementation of key initiatives that will drive top-line revenue growth, expand product claims, enhance market access, and position Miach Orthopaedics to become the standard of care for the treatment of ACL injuries.

Education/Experience:

- B.A./B.S. or equivalent degree required; healthcare or science degree strongly preferred
- 10+ years' work experience and proven track in strategic marketing, market development or a similar function in medical devices, life sciences or a related field
- Experience in conducting and leading market research with KOLs and other stakeholders
- Experience in creating strategies and plans to expand product claims, new applications and expand geographic presence
- Experience managing a PR firm

Skills/Competencies:

- Personal integrity
- Exceptional analytical, strategic thinking and problem-solving skills
- Excellent presentation and interpersonal communication skills
- Highly collaborative, strong ability to listen and partner with multiple functions within the company as well as others
- Passionate about delivering on commitments on time and within budget
- Ability to 'roll-up' sleeves and do what it takes to get the job done

- Self-starter, highly motivated
- Adaptable, able to work in a fast-paced environment and pivot with changing market or company dynamics
- Ability to effectively prioritize and manage multiple tasks at the same time
- Demonstrated proficiency in Microsoft Office (Excel, Word, PowerPoint)
- Ability to travel up to ~30% of time

Miach Orthopaedics actively recruits individuals with an entrepreneurial spirit and drive for excellence. We offer comprehensive benefits and competitive compensation packages. Miach is an equal opportunity employer and is committed to providing equal employment opportunities to all qualified candidates and employees.

Interested candidates should submit a cover letter and resume to our Human Resources Department at hr@miachortho.com. Please include the job title of the position you are applying for in the subject line. Please note that agency phone calls or submissions will not be accepted at this time.