



ALBERT T. KELLEY

FOUNDER / PRESIDENT / CEO

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TRACK RECORD

FOUNDER, PRESIDENT & CEO
2014 - Present | **MedTech Advisors**

FOUNDER, PRESIDENT & CEO
2002 - Present | **OpenMed Technologies**

PRESIDENT, CEO & BOARD MEMBER
2001 - 2002 | **eHealthEngines**

VICE PRESIDENT, INTERNATIONAL OPERATIONS
VICE PRESIDENT, GLOBAL SALES AND MARKETING
1998 - 2001 | **Biolink**

PRESIDENT, CEO, TREASURER & BOARD MEMBER
1994 - 1998 | **Applied Fiberoptics**

VICE PRESIDENT, IBD AND SALES
VICE PRESIDENT, GLOBAL MARKETING
DIRECTOR, GLOBAL SALES AND MARKETING
1988 - 1994 | **Zoll Medical**

VICE PRESIDENT, MARKETING AND SALES
1986 - 1988 | **Baron Technologies**

DIRECTOR, WORLD-WIDE MARKETING AND SALES
1982 - 1986 | **Catheter Technology Corporation**

INTERNATIONAL MARKETING MANAGER
INTERNATIONAL PRODUCT MANAGER
USA REGIONAL SALES MANAGER
1977 - 1982 | **Becton Dickinson and Company**

USA FIELD SALES REPRESENTATIVE
1974 - 1977 | **Johnson & Johnson, JELCO/Ethicon**

PROFILE

For over 30 years, Albert has invested in, led, staffed, and built global medical technology companies at critical stages of development – from start-up through to their acquisition or IPO.

Several of these technologies are now indispensable to the medical community and have become the worldwide standard of care for numerous medical procedures in cardiology, oncology and vascular access.

Under his leadership, several medical equipment startup businesses grew exponentially. Zoll Medical's annual sales multiplied from US\$4m to US\$48m in a six-year period and was eventually acquired for US\$2.2b; Catheter Technology was acquired for US\$60m, sixty times its earnings.

His ability to accelerate growth in businesses, and equally, overcome operational challenges has earned him the reputation as a strongly-determined leader and visionary who established and managed direct operations and joint ventures across the globe, including North America, Europe, Middle East, South America, and Asia-Pacific.

Albert was President & CEO at Applied Fiberoptics, VP of Marketing and Sales and Vice President of International Operations at Zoll Medical Technology Corporation.

In addition, he was a founding board member of MassMEDIC, the Massachusetts Medical Device Industry Council. Presently, he is President of MedTech Advisors, an investing, consulting, and talent recruiting firm focused on emerging technology and software companies.

GROWTH FROM START-UP STAGE TO DIRECT OVERSEAS OPERATIONS

- Successfully built five international businesses from the ground up starting with US\$0 in annual revenue to US\$48m.
- Led and directed business planning, country-specific regulatory clearance, clinical trials, marketing, sales, training, product specifications, delivery structure, reimbursement, export/import regulations and distribution contracts.

INTERNATIONAL START-UPS NEW CONCEPT MEDICAL & DIAGNOSTIC PRODUCTS

- Successfully launched 31 medical/diagnostic devices and capital equipment globally.
- Developed a prospectus and global marketing plan for an Initial Public Offering (IPO), which was featured in The Wall Street Journal as one of the top ten IPOs of 1992.

US START-UPS NEW CONCEPT MEDICAL & DIAGNOSTIC PRODUCTS

- Built US start-up businesses by powering through critical milestones from market research to product introduction, market acceptance and ultimately, market dominance.
- Developed and submitted 510(k) pre-market notifications to the US FDA and established required direct and distributor sales and marketing organizations.