

## **GripAble Limited – Job Description**

### **Chief Commercial Officer (CCO)**

Full-time, London UK, salary, bonus and equity based upon performance and experience

#### **Summary**

[GripAble](#) Ltd is an award-winning technology start-up that has developed a rehabilitation platform that includes both proprietary sensor-based hardware and first of its kind mobile, social gaming software. The system provides state-of-the-art assessment and rehabilitation to patients and therapists in clinics or at home, targeting increased compliance and better treatment outcomes.

The first commercial product is GripAble™, an innovative digital hand-grip device that connects to a mobile app, allowing patients with hand and arm impairments to engage with a bespoke, therapist developed therapy programme as well as interact with an online community.

#### **Team**

Our CEO, Dr. Paul Rinne, developed the concept whilst completing his PhD in neurosciences at Imperial College London, and teamed up with co-founder Mike Mace, a PhD bioengineer. Over the last 5 years, they have been working together with world leading clinical and engineering partners, the founders spinning the company out of Imperial College in Oct 2017. The team is now 9 strong and growing, attracting the best product, clinical and business development staff.

#### **Funding**

In April 2019, GripAble closed a seed funding round of £1.8m, from a mixture of industry leading private angel financiers as well as top tier institutional investors like Triple Point Ventures, Oxford Technology, and IP Group. In addition, the company has been awarded a £1.1m NIHR grant to scale its platform and deliver it to additional markets globally.

#### **Opportunity**

Over the last 5 years, we have worked with over 1000 patients & 150 therapists, in over 30 clinics across 8 countries to build GripAble directly with the help of patients and clinicians. The product is now ready to be launched commercially so we are adding an experienced Chief Commercial Officer (CCO) to the team. With early commercial traction and the necessary funds to scale, we are planning a full commercial launch of the hardware and software platform in Q1 2020 and are looking for the right person to join the team and lead this charge!

#### **Your Role**

- The CCO will be in charge of all commercial aspects of the business including the launch of the GripAble device and software platform
- Work with the CEO to build upon the company's business development and sales/marketing strategy
- Lead on rapid scaling of B2B and B2B2C sales proposition internationally
- Negotiate, contract with and manage key commercial partnerships (e.g. with multinational distributors)
- Lead on analysis of key global markets to enter and development of market entry strategy
- Produce and test a data driven strategy for B2B2C and B2C sales, including both hardware and subscription software products
- Lead the Business Development, Sales and Marketing and Customer Success teams for both B2B, B2B2C and direct B2C.
- Report directly to Board on sales growth and targets
- Develop fulfilment, customer service and other operational functions within the business

**Essential skills / knowledge**

- Minimum 10 years of industry experience in the healthcare/consumer wellness sector
- Minimum 5 years' experience in managing a sales team and/or distributor partners
- Experience of launching and growing international sales of a healthcare product (preferably medical device/software or ideally both)
- Experience in scaling a new product introduction across multiple countries through distributor partners, negotiating and managing contracts
- Has worked directly with scaling products throughout at least one major healthcare market e.g. US, EU, China.
- Experience of working with consumer facing products, and analysing pricing models and developing marketing strategies to drive revenue growth
- MBA or a Masters in a relevant degree area preferred
- Highest integrity required
- Great teammate and good communicator
- Fun to be around. Life is too short to work with people you don't like!

**Desirable skills / knowledge**

- Has worked with products specifically in the physical/neuro rehabilitation space
- Has worked with digital health products (professionally and/or as a consumer!)
- Has worked with both hardware and software products

**What we offer**

- A dynamic and exciting job where you can have a huge impact in an early stage company
- The opportunity to steer the commercialisation of an innovative digital health product and directly see the positive impact this technology will have on millions of people around the world!
- A competitive salary and equity options scheme
- Ability to grow professionally, build and manage teams across departments
- Collaboration with world leading specialists from top universities and hospitals around the world e.g. multiple UK, as well as institutes in the US, South Korea, Singapore, India, Japan, UAE etc.
- Ability to work with a highly ambitious and driven start-up, set for rapid global expansion, allowing for domestic and international business travel and networking
- Flexible vacation and working hours
- Office located near Liverpool Street/Old Street in central London
- A fun group of people who are passionate about building the best products to help patients
- A stimulating work environment -- You'll never be bored, we promise!
- Getting smashed by the CEO and CTO at ping pong even if you've had a bad day.

If you would like to apply for this position please send your CV and a cover letter to [paul@gripable.co](mailto:paul@gripable.co) including any links to previous work.