



## Location

Berlin Germany, Vienna Austria  
Remote, hybrid, onsite preferred

## DATE OF BIRTH

August 7th, 1967

## CONTACT DETAILS

Kurfürstendamm 97  
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consulting.com

## REFERENCES

<https://www.life-science-medtech-consulting.com/referenzen/>

## Available from

06/26

## Daily Rate C-Level in Euro + VAT

1.450,00 from 6 month = 1.050,00

## Dipl.-Ing. Stephan Schliack

### EXPERTISE

- Relevant Roles incl. 5 years interim:
  - Operations + Commercial:
    - CCO TSE systems
    - COO midge medical
  - Market access, GPOs, M+A
    - GM/CEO: Mölnlycke, Gambro
    - JNJ Ethicon:
- Focus topics: Leadership, P+L ownership, GPO negotiations, market access HEO, hospital channel
- P+L size: upto 200 Mio p.a. 40 Mio EBITDA
- Organisations: KMU, PE backed, US based large multinational, matrix, DACH reported to EMEA
- Experience :  
Cloud based services, capital equipment, single use, B2B, GPOs, funding, ISO: 13485
- Geographies: DACH, Central and eastern Europe

### RELEVANT MEDTECH COMPANIES

- TSE-Systems GmbH  
12/24-05/2026 Chief Commerical Officer
- COO midge medical diagnostics GmbH  
09/21-07/24
- GM Mölnlycke Healthcare DACH/Eastern Europe  
2010-2020
- Business Director Baxter/Gambro  
2007-2010  
Ethicon JnJ European Mkt / M+A director

### COMPETENCIES

- 5.5 Years Interim Manager
- +30 years complex technologies in B2B setting
- PE backed, US based, private owned or listed
- Strong operational and commercial leadership
- GPO, M+A, Outsourcing implementation
- Market access DRG Baxter, MDK negotiations JnJ, funding Mölnlyckesilver foam products
- Tu-Imenau, INSEAD, The Wharton School