

Thorsten Waloschek is a highly accomplished senior executive with over three decades of experience in the international healthcare sector. After serving in the Army, his extensive background spans highly regulated industries, focusing on P&L management, general management, operations management, strategic planning, marketing, business development, sales, product development, and product management. Driven by his personal mission “to make sure that every baby has the best possible start into life,” Thorsten has consistently demonstrated his expertise and leadership in various high-stakes roles.

Career Highlights

Bayer AG:

- **Country Coordinator of Pharma Business Management Asia:** Successfully grew sales by over 10% annually in Pakistan, the Philippines, and South Korea.
- **Pharmaceutical Sales Manager at Bayer Vital GmbH:** Ranked among the top 10 reps in Germany for net sales of a newly launched CNS product.
- **Resource and Portfolio Manager:** Significantly improved resource allocation and project evaluation processes, saving years of time.

Dynamit Nobel GmbH:

- **Head of Marketing:** Led market entry and business development initiatives, securing \$50M in new business potential. Facilitated the company’s acquisition by KKR and managed the post-merger transition with Groupe Novasep.

Draeger Medical:

- **President of Strategic Business Field Neonatal Care and Thermoregulation:** Led global P&L performance and introduced core business values, maintaining stable sales despite significant R&D reductions. Introduced various new products into the global market.

Natus Medical Inc:

- **Senior Director Global Marketing and Business Development:** Integrated a start-up company and quadrupled its revenue within two years. Restructured the product management organization to position it for future growth.

CCIAO™ Consultancy:

- Founded in 2013, CCIAO™ provides strategic support to MedTech start-ups across the US and Europe, offering services in marketing, sales, business development, and general management. Thorsten has served as a CEO/executive team member for several start-ups during extended engagements.

NeoPrediX:

- **CEO:** Currently leading this digital health start-up specializing in predictive analytics for maternal and neonatal applications.

Education and Skills

- **MBA in International Business Studies:** University of Bradford, UK.
- **Management Education:** Completed coursework at Malik Institute St. Gallen, Switzerland, and Babson College, Boston.

Leadership and Vision

Thorsten is recognized for his cross-cultural leadership skills and ability to thrive in dynamically changing environments. Known for his uncompromising integrity and effective cross-functional leadership, he excels in developing new markets, growing revenues, increasing profitability, and enhancing operational performance. His visionary approach and broad-based experience enable him to drive significant advancements and improvements within the healthcare sector.