

José Javier Rodríguez

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Javier Rodriguez



Highly experienced in medical device clinical environment, from clinical trials to fully marketed products. The expertise comes from startups and large pharmaceutical companies. Strong background in eyecare due to university studies and clinical experience, and firmly focused on customer, business and results. Excellent communication skills achieved by years of sales, teaching in the university, courses, and surgical training provided along with years of clinical application. Highly motivated with big challenges and working with multidisciplinary and cross-functional teams. Strong background in ophthalmology.

EXPERIENCE

Head of training and development Europe

Jul 2023 to date

Elios Vision Inc. (Elios system). Develop and implement learning system for internal and external people according with the highest standards. Develop and implement KPIs to evaluate the people's and organizations' satisfaction. Implement surgical training for surgeons and clinical staff. Develop and updated training system. Work in crossfunctional teams. All task performed at European level.

General Manger Iberia

Nov 2022 -Jul 2023

Elios Vision Inc. (Elios system) local strategy and implementation. Delivering clinical and surgical training to organizations and surgeons. Identifying clinical/surgical needs by close relationship with KOLs and supporting surgeons before and after surgery.

Market access tasks as well as regulatory aspects including compliance.

Deliver excellent accounts that provides both sales and clinical data to support medical department.

European clinical sales specialist (EMEA & LATAM)

Jun 2021 – Oct 2022

Nova Eye Medical (iTrack Glaucoma Implant, Molteno 3 GDD), International (EMEA and LATAM)

Delivering clinical and surgical training to ophthalmologists and other different stakeholders such as nurses, clinical staff, medical directors, and other departments of the company across Europe (and supporting other countries like the UK, LATAM or Saudi Arabia). Identifying the needs of clinical data in conjunction with KOLs and establish the basis of possible clinical studies. Full-time job

International clinical consultant

Feb 2020 – Jun 2021

Nova Eye Medical (iTrack Glaucoma Implant, Molteno 3 GDD), International (Europe and LATAM)

Delivering clinical and surgical training to ophthalmologists and other different stakeholders such as nurses, clinical staff, medical directors, and other departments of the company across Europe (and supporting other countries like the UK, LATAM or Saudi Arabia) Consultancy agreement.

Clinical Consultant

Feb 2020 – Feb 2021

L'acuité (Lumenis Optima IPL M22, TearLab, Vivior), Spain

Delivering clinical and surgical training to ophthalmologists and other different stakeholders such as nurses, clinical staff, medical directors across Spain. Consultancy agreement

2Eyes Vision, S.L.

Nov 2018 – Dec 2019

Chief Product Officer (CPO)

Madrid, ES

A start-up company, spin-off from the Spanish Research Council (CSIC)

- Manage the clinical validation phase of the product in ophthalmological clinics and hospitals by designing new clinical evidence protocols according to the KPIs of the product, getting regulatory access and monitoring clinical studies in conjunction with CROs.

- Define and implement the roadmap associated with the evolution and decline of the same from needs defined by the KOLs and the scientific Advisors of the company, in synchrony with the R&D department.

- Management and supervision of both projects and procedures to achieve the objectives of operations. Define and implement the strategy of the operations department. Ensure both quality and compliance with national and international regulations.

Allergan Iberia, S.A.

Apr 2014 – Oct 2018

XEN surgical partner

Madrid, ES

- Responsible for Iberia, moving my area of responsibility according to the market needs. Responsibility of 1M€ business from a total of 3 M€. Providing an analytical sales dashboard to find out areas of improvement. The second country in Europe in sales. Increasing sales from 360 K to 3 Mill in 3 years.

- Develop a firm adherence to the product, providing a high level of surgical skills during the surgeon's learning curve. Support surgeon in the OR and along the postoperative process. Focusing efforts on key accounts and correspondent KOLs.

- To work with cross-functional teams to identify market access barriers and achieve an appropriate market penetration to align with the company's goals.

- Accomplishing qualitative and quantitative goals (**All the goals achieved during my period in the company, sometimes getting overachievements about 5% to 10%**)

- Training new surgical trainers that were coming to the company by leading the surgical team and mentoring some.

- Work with Marketing to create new materials aligned with the regulatory department providing solid references to validate the messages. In conjunction with Marketing, develop new events to spread the product's knowledge, safety, and trustfulness.

The team achieved to be the second country in Europe in sales below Germany with 50% of people in the field. (only three people Vs six people in Germany)

Aquesys Inc.

Jun 2011 – May 2013

International surgical Trainer

Aliso Viejo, CA

American Start-up Company.

- Develop a strong adherence to the product by providing a high level of surgical skills during the learning curve of the surgeons. Support surgeons in the OR and along the postoperative process. Spain, Portugal, Turkey, and supporting the UK and other countries in the north of Europe.

- Manage enrollment and clinical data of the phase IV clinical trial according to the required standards.

- Manage the responsible distributor for the different countries, keeping them aligned with the company goals

- Driving modest market penetration according to the company's goal but achieving firm engagement with the KOLs and early adopters to create robust clinical data.

The area of responsibility was the second area in sales in Europe.

EDUCATION

The Power MBA

Master of Business Administration

2019

Madrid, ES

EUDE Business School

Master of Marketing and Sales Management

Sep 2013-Jul 2014

Madrid, ES

European University Master In Cornea and Contact lenses	Oct 2011-Jun 2012 Madrid, ES
New England College of Optometry Bachelor of Science in Optometry	Oct 2001-Jul 2003 Boston, MA
Complutense University of Madrid Degree in Optics and Optometry	Oct 1990-Jul 1994 Madrid, ES
Instituto de formación profesional José Ramón Otero Specialist technician in communication electronics	Sep 1983-Jun1988 Madrid, ES

SKILLS & INTERESTS

- **Technical Skills:** High communications skills, in-depth knowledge in eye anatomy, clinical, and surgical instruments, Teaching, Glaucoma, Ophthalmology, Optometry, Sales, Management, Leadership, Salesforce CRM, Veeva. Office (Word, Excel, PowerPoint), SPSS, ISO 14155 and GHTF.
- **Interests:** I'm passionate in Motorsports, Running and fitness. Also, I am an electronics amateur (Arduino).
- **Languages:** English (fluent), Spanish (native).