

SARAH SAID

ZERO TO \$10M | \$10M TO \$100M | \$100M TO EXIT

Transforming Medical Device Startups
into 8- and 9-Figure M&A Deals

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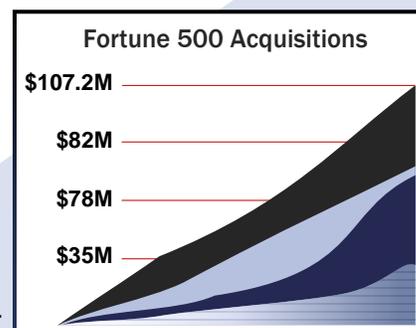
CHIEF OPERATING OFFICER—*Build, Grow, Exit*

Ventures Created & Scaled: 9 | Fortune 500 Exits Enabled: 4 | Acquisitions Integrated: 3

15+ years of steering companies from startup through *tour de force* exit—delivering high multiples, hyper fast. Biotech industry veteran known for building, scaling, and selling early-stage businesses to Fortune 100 corporations with a 1-2-3 punch: robust infrastructures, people-first cultures, and ahead-of-the-curve innovation.

Maximum Value for High-Growth Organizations—\$302.2M in Total Transactions

- Sold Bella Vascular to Medtronic for \$107.2M.
- Guided XYZ Insights from startup through \$82M acquisition by Sanofi.
- Commercialized Pinnacle CRS, which sold to Zimmer Biomet for \$78M.
- Directed \$35M sale of QRS Technologies to Boston Scientific.



Therapeutic Areas Forever Revolutionized

Ophthalmology—Defined innovation plan for artificial retina bioengineering.

Cardiology—Propelled visionary technology to repair two arteries at once.

Oncology—Launched minimally invasive biopsy tool to diagnose breast cancer.

PROFESSIONAL EXPERIENCE

ABC Venture Capital, New York, NY

2017 to 2020

Interim Chief Operating Officer | Managing Partner

Increased value—fast—for portfolio companies in the medical device space. Provided vision, structure, and executive leadership to cut inefficiencies to the bone and introduce crucial systems for stability and scale.

- Saved investors >\$20M by identifying critical product issue and recommending liquidation of AB Medical.
- Grew BLI Technologies to \$28.4M through commercialization overhaul and by eliminating obstacles to reimbursement in the changing US healthcare market.
- Negotiated \$35M sale of QRS Technologies to Boston Scientific after developing robust global distribution network from the ground up, and building the operational infrastructure to support it.

XYZ Insights, Boston, MA

2015 to 2017

Chief Operating Officer

Steered major U-turn—reshaped the brand, restructured operations, and rebuilt relationships to transform this high-risk asset into a transactable company in 18 months. Stayed past the acquisition to integrate people and operations.

- Turned around and scaled the business by triple digits, prompting acquisition by Sanofi—a \$29B corporation.
- Captured maximum value with \$82M deal by showing revenue potential as 12% higher than actual sales.
- Cut operating expenses by 36% with policy of zero tolerance for waste.
- Restored trust quickly and established a culture of integrity following unexpected attrition at the executive level that shook the confidence of investors, analysts, and employees.
- Developed standout team: 96% of non-executive staff transitioned to purchasing company.

Urgent Hit-the-Brakes
Turnaround & Stabilization

310% Top-Line Growth
36% Bottom-Line Cost Savings

High-Value Acquisition by
Fortune 100 at 6x Revenue

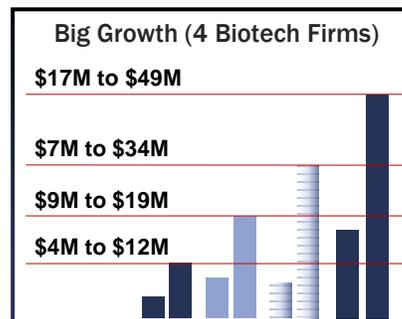
“No one ramps up a company with the speed and diligence of Sarah Said.” – Owner, ABC Venture Capital

LMN Venture Capital, Boston, MA 2009 to 2014

Managing Partner | Growth Strategist | Interim Chief Operating Officer

Catapulted portfolio value by restructuring and readying early-stage companies for mega expansion. Scrutinized operations and worked alongside CEOs on governance, revenue optimization, and exit planning decisions.

- Integrated \$2.1B acquisition and subsequent spinoff of LMN Venture Capital.
- Scaled biotech firms by 2x, 3x, and 5x, powering industry-changing technologies in ophthalmology and cardiovascular therapeutic areas.
- Built internal profit center by facilitating “war game” strategy sessions for neurology, surgery, and medical supply groups—provided vision, operational clarity, and actionable roadmaps in exchange for investment.
- Set the stage for future acquisitions (completed after tenure), with high-value deals ranging from \$18M through \$42.9M.



Bella Vascular, Concord, MA 2006 to 2009

Chief Commercial Officer | Head of Worldwide Operations

Evolved this single-product venture into a thriving global business with robust portfolio of vascular devices. Crafted commercial blueprint to reach worldwide markets; designed the operational infrastructure to shore up rapid expansion.

- Harnessed the power of a well-run commercial organization—and swift exit plan—to fuel exponential growth, leading to \$107.2M acquisition by Medtronic.
- Expanded to 35 countries by establishing a sophisticated marketing machine.
- Navigated the evolving reimbursement landscape in the US by assembling a forward-momentum operations team, integrating medical and financial systems, and building out CPT-1 code in record time.

SALES	GLOBAL MARKET SHARE	EBITDA PERCENTAGE	WORKFORCE
1,000% Growth	0% to 4.7%	13.2% to 15.2%	550% Expansion

Pinnacle CRS, New York, NY 2002 to 2006

Senior Manager, Global Upstream Marketing

Charted the course for growth: drove integration, commercialization, and market penetration for newly acquired renal portfolio. Rallied top-performing team to execute best-in-class product launches in the US and Europe.

- Transformed fledgling global renal portfolio into a fully commercialized division within 24 months.
- Elevated catheter product from last place to #1 in the market.
- Teamed with Business Development & Licensing to seize untapped market opportunities through potential acquisitions: explored 10+ opportunities.
- Enabled \$78M M&A by Zimmer Biomet by refining portfolio strategy and directing new product launches to focus on top- and bottom-line performance.

EDUCATION

Master of Science (MSc) in Economics • New York University of Bellingham

Bachelor of Arts (BA) in Economics • Bellingham City College

Professional Development: MBA Coursework at Bainbridge Business School | New York Association of Startup Entrepreneurs FastTrack Program | New Venture Scale-up for Chief Operating Officers

Board of Directors: National Association of Strategic Alliance Professionals

Member of the Chartered Institute of Marketing (MCIM)

ABOUT THIS PROJECT:

This client has been building and scaling startups throughout her entire career. Her efforts have resulted in numerous mergers and acquisitions, and they have produced many groundbreaking technologies in the biotechnology space.

Whether she is launching a new business, ramping up an existing company, or turning around underperformance of an early-stage asset, Sarah brings a ton of experience and clear-mindedness to her work. She also brings tenaciousness—ferocity—while fostering unity and loyalty. I wanted to show this clarity and courage through design and metrics.

A few notes about design: the shades of blue are meant to provide a grounded presentation, the shots of red symbolize measured intensity, the pointed shapes remind the reader of how she plows forward and upward, and the easy rectangles are meant to show a steady pace.

Regarding content: I streamlined long thoughts into short statements, highlighting quantifiable details wherever possible to show her audience that she's the *real thing*. She steps into a new role, figures out what needs to be done, and leads the company toward rapid growth and swift exit.