



# VALENTIN CHRISTIAN SPLETT

## Curriculum Vitae

### PERSONAL INFORMATION

M.A. Economics - University of Zurich  
August 16, 1985  
Nationality: Swiss

### CONTACT

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### LANGUAGE SKILLS

German   
English   
French   
Spanish   
Latvian

### PERSONAL INTERESTS AND HOBBIES

- Mountaineering
- Music
- Cycling
- Motorcycling
- Travel
- Culture
- Volunteering
- Networking



### PROFESSIONAL EXPERIENCE

#### Since April 2018

##### Founder

Peak Spirit GmbH (Strategy Consulting For Healthcare Ventures) - Zurich, Switzerland.

- Executive advisory: product-market-fit, business model design, go-to-market strategy, sales growth, commercial turnarounds, market research.
- Startup-coaching on behalf of several incubator programs.
- Board member of eHealth SME and ageing-related venture, advisory board member of several medtech startups and SMEs.

#### January 2017 - March 2018

##### Post-Merger-Integration Lead, Partner, Executive Board Member

medica Medizintechnik GmbH (Medical Devices) - Hochdorf, Germany.

- Responsible for post-merger-integration of Ability Switzerland AGs marketing and sales division into medica Medizintechnik GmbH
- Development and implementation of new global marketing and sales strategy.
- Ad-interim management responsibility for 8 employees across two divisions and distribution partners in 70 countries worldwide.
- Strategic lead for reorganization of global sales organization (> 40 employees).
- Revision of overall product strategy and branding.

#### 2014 - 2016

##### Head of Marketing & Sales, Co-Owner, Executive Board Member

Ability Switzerland AG (ETHZ Spinoff – Medical Devices) – Zurich, Switzerland.

- Management Buy-In, responsible for building marketing & sales organization ground-up.
- Recruiting and management of sales team (5 direct reports).
- Negotiations with C-suite of key accounts.
- Responsible for product management, research partnerships, branding strategy as well as overall responsibility and execution of all marketing activities.
- Determination of overall corporate strategy and acquisition of venture capital together with board members, CFO and CEO.
- Company sold to medica Medizintechnik GmbH in December 2016.

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**2009 - 2014**

**Managing Director of the US Office**

Bioengineering AG (Biotechnology / Pharma) – Wald, Switzerland / Boston, USA.

- P & L responsibility and overall management of US business unit.
- Head of sales and service organization in Boston and San Francisco. Developed and executed go-to-market strategy for US and Canada.
- Management of US-based team (4 direct reports – sales reps and back office) and external sales and service partners.
- Responsibility for US-based procurement and warehousing processes.
- Design and execution of North-American marketing strategy.

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**2008 - 2009**

**Scientific Assistant at the Chair of Macroeconomics and Political Economy**

University of Zurich - Zurich, Switzerland.

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**2007 - 2008**

**Portfolio Management (Internship / part-time employment)**

AIG Private Bank - Zurich, Switzerland.



**EDUCATION**

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**2016**

**Advanced Program on MedTech Entrepreneurship**

Universita della Svizzera italiana - Lugano, Switzerland.

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**2003 - 2008**

**M.A. in Economics (summa cum laude)**

University of Zurich, Switzerland.

- Specialization in macroeconomics, political economy, and financial market theory
- Scholarship for exchange semester at Northern Arizona University in Flagstaff, USA (2006)
- Master Thesis at the Chair of Macroeconomics and Political Economy with Prof. F. Zilibotti.  
Topic: "Directed Technical Change with Renewable and Exhaustible Ressources" (Grade 6.0)

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**1997 - 2003**

**Matura (High-School Graduation) with Musical Profile**

Kantonsschule Rychenberg / Büelrain – Winterthur, Switzerland.

- Exchange Year in Riga, Latvia (2001 - 2002).