

RICHARD HARVEY

Business Development and Commercial Leadership

London | +44 7581 284581 | rick.n.harvey@gmail.com

PROFILE

Medical-device business development professional and qualified occupational therapist with approximately 10 years in specialist healthcare equipment. Combines hospital sales, commercial leadership, international distributor development and clinical education. Personally led a successful UK product launch and built a national clinical training function from scratch. Based in London and planning long-term relocation to Singapore with a Singaporean partner. Open to opportunities across medical devices and healthcare technology.

COMMERCIAL CAPABILITIES

Business development and account growth | Commercial team leadership | Distributor selection and development | Product launches and market development | Sales planning and targets | Hospital and healthcare sales | Contract negotiation | Public-sector tenders | Clinical stakeholder engagement | Partner training

Seeking: Business development, regional sales, distributor management and clinical education.

Work authorisation: Requires employer sponsorship for a suitable Singapore work pass.

PROFESSIONAL EXPERIENCE

Head of Clinical Business Development

Smirthwaite | Prism Healthcare | 2026

- Managed a team as interim UK commercial lead, reporting to the Managing Director on sales and financial performance; supported B2B/B2C sales and successful equipment tenders.
- Worked closely with the Export Manager to identify and select distributors, develop partner relationships and deliver clinical training to support product understanding and sales conversations.
- Built the new Head of Clinical Business Development role from the ground up, connecting clinical expertise, customer requirements and commercial priorities.
- Contributed to market-entry planning and the Asiento relaunch; created clinical resources and sales training to help colleagues communicate product value.

Business Development Manager, UK and Ireland

Made for Movement | Part of Sunrise Medical from July 2025 | 2024 - 2026

- Personally led the successful NF-Walker launch into the UK market, developing customer engagement and commercial opportunities through assessments, demonstrations and relationship building.
- Managed a team and built relationships with therapy services, specialist schools, case managers and funding partners; progressed opportunities through assessments, demonstrations and follow-up.
- Explored public and private funding pathways and participated in early discussions about bringing Innwalk into the US market shortly after the Sunrise Medical takeover.

Business Development Manager

G&N Medical | 2024

- Developed hospital sales opportunities across medical devices, consumables and rehabilitation equipment, engaging clinicians and procurement teams.
- Negotiated contracts, built account relationships and developed partnerships around customer requirements.

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Specialist Occupational Therapist in Wheelchair Services

Enabled Living Healthcare, London Borough of Newham | Whizz-Kidz | 2023 - 2024

- Assessed posture, mobility, function and daily activities to recommend wheelchair and seating provision for people with complex needs.
- Worked with individuals, families and multidisciplinary teams to agree goals, trial equipment and develop clinical recommendations; coordinated with suppliers and service colleagues.
- Applied clinical knowledge of seating, cushioning and postural support to equipment selection across manufacturers, including Spex, Etac and Leckey.
- Reviewed equipment fit and use, provided user and carer guidance and responded to changing needs within the service pathway.

Clinical Programmes Lead and National Clinical Training Manager

Jenx Ltd / Jiraffe | 2016 - 2023

- Progressed from Product Advisor to National Clinical Training Manager in June 2019 and Clinical Programmes Lead in August 2021, combining paediatric equipment expertise with commercial responsibilities.
- Built the National Clinical Training Manager role from scratch, establishing a function that grew to include three further clinical roles; created training programmes and clinical materials from the ground up.
- Developed a postural assessment tool for therapists, presentations on seating assessment and customer guides with marketing, supporting clinical practice and product understanding.
- Coached sales colleagues and trained international distributors; built clinical and partner relationships, contributed commercially and influenced teams without direct authority.
- Worked closely with design and engineering teams in product development, bringing clinical and customer insight into product design; created case studies and managed CPD accreditation applications.
- Managed a sales territory and equipment assessments; supported successful tenders, including the London Consortium tender for the Rifton HTS.

EARLIER HEALTHCARE EXPERIENCE

Physiotherapy Technical Instructor | Guy's and St Thomas' NHS Foundation Trust, Sunshine House | 2014 - 2016. Supported paediatric clinics, equipment provision and prescribed programmes. Earlier NHS therapy, nursing and mental-health support roles | 2009 - 2014.

EDUCATION

Postgraduate Certificate in Posture Management for People with Complex Disabilities | Oxford Brookes University / Oxford Centre for Enablement | 2020

Postgraduate Diploma in Occupational Therapy | London South Bank University | 2023

BA (Hons) Acting | University of Central Lancashire | 2008

ADDITIONAL INFORMATION

HubSpot and Acloud CRM | Professional presentations, including The OT Show | Full UK driving licence