

DEREK HATCHETT

Greater Boston Area | derek.hatchett1972@gmail.com | 617-216-4799 | www.derekhatchett.com



PROFILE

Innovation leader at the intersection of technology and business. Great at launching platforms, building teams, and transforming early ideas into real companies. My background spans healthcare, biotech, and consumer markets, with deep experience in product, commercialization and operational execution. MBA from MIT and engineering degrees from Boston University.

EXPERIENCE

SELF-EMPLOYED - Consultant, Advisor, Fractional CEO - Brookline, MA - 2020 – 2026

Helping companies develop solutions in the healthcare, consumer, retail, and biotech sectors. With hands-on support, I guide startups and established companies through product development (concept to launch), marketing and brand strategy, product management, roadmaps, financial modeling, pricing, fundraising, and go-to-market/sales strategies. My goal is to drive innovation and growth, ensuring successful product launches, customer adoption, and company success.

- Clients: PixCell, CardioWatt, Fur BnB, 149Medical, Cognito Tx, React Neuro, Thras.io, BST

AILA TECHNOLOGIES - Senior VP Services - Natick, MA - 2022 – 2023

Provider of self-service kiosks and enterprise automation for retail, healthcare, QSR, warehouse, and shipping. Developed HW+SW+Services solution focused on package drop-offs.

- Established Aila Managed Services (AMS) division, strategically diversifying traditional HW business and ensuring predictable, high margin services revenue
- Recruited a cross-disciplinary team, led agile product development, built financial models and pricing strategies, created short and long-term roadmaps, and fostered cross-discipline integration
- Oversaw iPad provisioning process, subscription management, and proactive remote monitoring
- Led development of Data Warehouse on AWS Cloud and Tableau data analytics/reporting
- Deployed Zendesk for efficient L2/L3 technical support virtually eliminating down time
- Program launch < 10 mos | SLA uptime > 99.9% | \$10 million ARR on 75% GM

PILLO HEALTH - Commercial Director - Boston, MA - 2019 – 2020

Pillo is a voice-enabled, HIPAA-compliant, tech platform promoting health and independence for those managing chronic diseases. Connects patients to caregivers via remote monitoring and telemedicine.

- Developed GTM strategy, financial modeling, pricing (HW+SAAS), and market analysis
- Oversaw growth of company through traditional lead gen (demos, trade shows), digital marketing (email, social, affiliate), account-based marketing, demand/sales forecasts, and deal flow (CRM)
- Executed pilot programs as a forcing function for RPM and telehealth providers, telecoms, senior living facilities, big-box retailers, CROs and healthcare organizations

ONSIGHT VISION - Founder and CEO - Brookline, MA - 2017 – 2019

Provides workplace vision tests, solving the problem employees have of finding time to care for their vision, and procure high-quality eyewear (specs and CLs).

- Founded with angel seed money, grew to serve hundreds of clients in 20 major metro areas
- Leveraged portable vision technology to deliver high quality exams and perfect-fitting eyewear
- Developed low-overhead, efficient business that includes marketing, company/patient scheduling, exams, Rx, claims/billing, eyewear sales, and high-quality national optometrist network
- Negotiated exclusive eyewear partnerships, developed white-labeled eyewear, contact lens sales

EYENETRA - COO and CEO - Somerville, MA - 2014 – 2017

VC-backed Start-up developing novel vision-testing technology cultivated from MIT Media Lab.

- Led 20-person company across 3 locations developing electromechanical devices and SAAS
- Transitioned from R&D focus to a high-performing, product launch, sales, and SAAS company
- Responsible for P&L, product dev, service, marketing, operations, BOD management, and fundraising
- Cut monthly burn to achieve BE, 18 distribution deals in 72 countries, QMS, and 4 products thru FDA

BOSTON DEVICE DEVELOPMENT - Principal and COO - Newton, MA - 2012 – 2014

Design services firm that works with emerging technology businesses to develop first-generation devices.

- Responsible for day-to-day operations of a 14-person company in two locations: P&L, billing, capex, financials, operations, client management, human resources, mentoring, and resource planning
- Developed business strategy, marketing, and sales, with a focus on creating strategic alliances with startups, academic/research institutes, and large companies
- Managed 15 programs accounting for 80% of revenues, and achieved 44% YOY revenue growth

XIMEDICA - Director Emerging Technologies - Providence, RI - 2010 – 2012

R&D, product dev, and manufacturing services to medical device and healthcare companies. ISO 13485.

- Championed a new business model focusing on emerging medical technologies. Built successful collaborations between start-ups, academia, VC/CVC, and corporate customers
- Led 10 programs of complex, multi-disciplinary, electromechanical medical devices in a matrix organization from initial concept to new-product introduction totaling \$14 million in services

**** EARLY DESIGN / ENGINEERING CAREER ****

EMO LABS - Product Development - Waltham, MA

VC-backed start-up developing transparent film audio products that integrate in a video display.

- Led design, engineering, and product development. Instrumental in setting company's strategy
- Recruited and hired key personnel as the company grew from 4 to 18 employees
- Developed 15+ domestic and overseas vendors and engineered 10+ novel production processes

DESIGN CONTINUUM (EPAM) - Engineering and Strategy - Newton, MA

Design and innovation consultancy whose core disciplines include ID, strategy, ME and EE.

- Led design and development of complex electro-mechanical products (consumer, medical, biotech)
- Cross functional collaboration with engineering, strategy, industrial design, and sales
- Successful engagements with 30+ companies bringing 30+ products to market

BOSTON ACOUSTICS - Mechanical Engineer - Peabody, MA

Develops and markets audio systems for home, multimedia, and automotive markets.

- Developed 15+ of Boston's home-theater, automotive and multi-media speaker systems
- Products developed generated \$50+ million in sales revenue over the course of two years
- Coordinated domestic and international production (toolers, suppliers, CM) spent 6+ mos. in SE Asia
- Grew mechanical engineering discipline from 2 to 6 engineers with expertise in CAD, FEA, and RPM

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY - Sloan School of Management

Master of Business Administration – MBA (2012)

Entrepreneurship and Strategy

BOSTON UNIVERSITY - College of Engineering

MS Mechanical / Manufacturing Engineering

BOSTON UNIVERSITY - College of Engineering

BS Mechanical / Manufacturing Engineering

Trustee Scholar, magna cum laude, Graduate Teaching Fellow, Most Outstanding Senior Project

ADDITIONAL INFORMATION

- Outside interests: soccer, travel, dogs, and building things
- Mentor, judge, and reviewer for MIT \$100k, BU NVC, TechStars
- Advisor for startup companies, particularly around healthcare, services, and emerging technology
- Numerous patents issued and/or pending