



[kjacobson@wpldrs.com](mailto:kjacobsen@wpldrs.com)



*"A leader finds the opportunity inside the challenge – it's always there."*

**Kami Jacobsen**  
**Waypoint Leadership**

*Kami Jacobsen is a business executive with broad experience in developing healthcare businesses, commercializing products and managing growth in large companies and start-ups in domestic and international business settings.*

*Her career includes:*

- *Mobilizing a team located in 3 states to fast-track the stalled product launch of a 510K medical device in 6 months with all process qualification and manufacturing site upgrades complete.*
- *Leading corporate cross-functional teams and streamlining a chaotic process to complete M&A integration activities for 12 acquisitions in the U.S. and Europe with sales of \$2-\$40 million that produced \$123 million in sales over 5 years.*
- *Temporary GM for onsite business integration of a \$40 million competitor within 12 months to rationalize product lines, downsize manufacturing, realign distribution and reduce costs by \$500K.*

*Her focus at Waypoint:*

- *Fast track commercialization of new products.*
- *Executive leadership for strategic projects and programs, including merger and acquisition integration.*
- *Executive leadership for operations projects such as plant closures/transfers.*