



wgacek@wpldrs.com



"Good leadership is about clearly communicating goals and objectives, expecting accountability, and treating people with dignity and respect."

*Walter Gacek
Waypoint Leadership*

Walter Gacek is a business development executive with over 25 years of experience working in sales, manufacturing and engineering in the medical device industry. His primary focus at Waypoint is to help clients find the right assistance in the execution of strategic, business-critical projects. He also is experienced in all aspects of medical device contract manufacturing, outsourcing, and product and manufacturing transfers.

His career includes:

- Building and leading sales teams with responsibility ranging from \$20-\$50 million in annual revenue to deliver profitable double-digit growth*
- Negotiating manufacturing contracts ranging in length from 1-5 years with values of up to \$30 million that created firm planning horizons and productive partnerships.*
- Providing outsourcing and contract manufacturing solutions from the early stage development through to finished, packaged sterile devices, enabling client companies to get products to market quickly and reliably.*

His focus at Waypoint:

- Waypoint Business Development*
- Domain expert in medical device contract manufacturing and outsourcing.*