

THE BIG HITTER: ROY DAVIS

Chief executive, Optos



Roy Davis is chief executive at medical technology firm Optos. Before joining the company in 2008 from medical devices specialist Gyrus, Roy worked for NTERA and spent 10 years as vice president and global head of operations at consultancy firm Arthur D Little. Roy now lives with his wife and two children in Hampshire. In his spare time he enjoys spending time with his family, music, reading, and exercise.

How do you feel the company has been performing lately? “We were pleased with our latest results. They showed that our strategy is working. We have managed to turn the ship around and have moved into profitability.”

What do you hope to achieve with the company in the next 12 months? “More of the same. We would also like to see a greater adoption of our technology and more machines placed. We’d also like to expand into more markets. About 85% of our market is in the US so we’d like to have a stronger presence in other areas like Europe.”

What does your job as chief executive entail? “There’s a lot of working with the various departments within the company, and I do a lot of talking with customers and partners, and look at ways to move the business forward. I also deal with analysts, and spend a lot of time on aeroplanes travelling.”

What’s the best part of your job? “The best part of what I do is working with the technology and people who are passionate about it. It’s technology that really does help people and can prevent them from going blind. It’s extremely rewarding and a good reason to get out of bed in the morning.”

The worst thing? “It can be a bit frustrating, because you want more people to realise the benefit of the technology.”

Why do you work in healthcare? “I did a degree in engineering and one of the projects I did was in medical technology. I’ve always had an interest in it ever since, but ended up doing a whole range of other things like working with cars, oil rigs and electronics. But I came back to this in the end. It’s a great space to be in. I came to Optos after Gyrus, because I looked at it and saw the potential to build a sizeable business.”

Optos designs manufactures and markets retinal imaging devices. The devices help to screen for conditions such as retinal detachment, cataracts and glaucoma. The company was founded in 1992 after founder Douglas Anderson’s five-year-old son went blind in one eye due to a retinal detachment.