

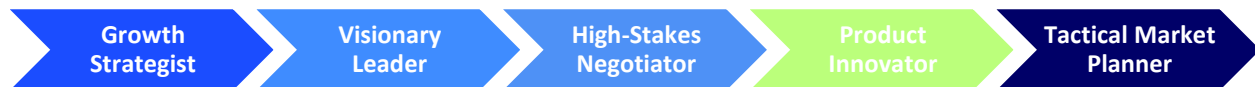
## Health Care Innovation, Growth &amp; Enterprise Value

**C-SUITE EXECUTIVE & CONSULTANT** with 15+ years of experience reimagining companies on the brink of innovation and edge of rapid growth—providing the kind of leadership and direction that disrupts and penetrates markets, builds revenue, and catapults enterprise and terminal value.

Master at building, transforming, and expanding companies to **LEAD THE MARKET** by providing broad, creative vision while staying faithful to core missions. Highly effective at working with internal and external stakeholders to establish and successfully implement strategies and future adaptability.

Achieve consistently strong results with practical, cost-effective approaches to expansion and new verticals, forging partnerships beyond traditional boundaries to accelerate transformation, renovating business strategies and product models, and aligning teams to ignite enthusiasm and motivation behind a unified company vision (often an unconventional path) ... always with an unyielding focus on **IMPROVING PATIENT LIVES**.

Proven expertise guiding and accelerating multiple investment rounds, acquisitions, business sales, and change initiatives.



## Executive Profile

ALL STAGE PHASES OF COMPANIES

20xx to Present

## Interim CEO / COO / Consultant

Stepped into key executive, board of directors, and advisory roles to reshape, revitalize, and expand businesses for rapid and sustained growth and profitability. Provided leadership and guidance to CEOs, boards of directors, companies, and investment firms. Participated in strategy development, fundraising, due diligence, and investment decisions.

- **Turned around cardiology company** by overhauling the business model to improve margins, provide predictable revenue, and increase annual performance. Altered staffing mix to improve **profitability and cash flow positivity**.
- Diversified consumer-focused tech company into health care market and introduced **leading-edge mobile technology** for improved and efficient communication.
- Advised managing members of niche transportation company to support **profitable sale of the business** to equity partner. Structured sale provisions with preferred positions that enabled management and shareholders to mutually benefit on sale proceeds.

TRANS HEALTH OPERATIONS, LLC / THO

20xx to 20xx

## Chief Executive Officer (CEO) / Board of Directors

Introduced and integrated patent-pending mobile technology into the health care marketplace to create more efficient communication for patients, physicians, payers, and pharmaceutical companies with the goal of improving quality, health literacy, and clinical outcomes.

- Created **first-of-its-kind, scalable mobile solution for health care** that captured **\$3.5M within 18 months of launch** delivering services for 10 global life science companies.
- Recognized as a “top innovation company” by Technology Association of Texas.
- Founded the company in 20xx, secured growth capital investment in June 20xx from Dallas-based Venture Equity Partners, and executed **merger in late 20xx** to position the business for growth.

HEALTH CELLULAR TECHNOLOGY (HCT)

20xx to 20xx

## Senior Vice President, Business Development / Board of Directors (observation)

Directed business development and growth for leading on-site provider of HCT/FT imaging services to oncology practices nationwide, greatly enhancing patient services and increasing revenue. Increased oncology in office sites 65% in 3 years.

- Positioned the business for success by executing business development strategy that leveraged health care industry trends to **rapidly boost visibility and profitability**. Expanded focus from in-office to fixed-site development.
- **Contributed to driving HERT from \$650K to \$2.8M.**
- Diversified business model to include neurology and cardiology.

MEDICAL CENTER RESEARCH | FORMERLY HEALTH CARE NETWORK (HCN)

19xx to 20xx

## CEO (post-acquisition) ▪ 20xx to 20xx

Led the transition and integration following Medical Center Research's acquisition of HCN. Restructured the organization, and participated in corporate strategy and planning.

- Created a **robust and scalable infrastructure** to meet business, financial, and technology requirements.
- Refreshed the leadership team and workforce for **efficiency, cost savings, and forward-moving energy**.
- Prepared the company to cultivate innovative partnerships with global manufacturers, health care providers, and pharmacies for **product accessibility and supply chain optimization**.

## CEO / COO / Board of Directors (pre-acquisition) ▪ 19xx to 20xx

Collaborated with founders to identify a critical gap in the health care industry, and developed a medical communication, market research, and education company that delivered complex clinical information to busy providers in the oncology and urology fields. Designed interactive, online learning environment with proprietary learning management system and project management solution. Managed live events, online strategies and print/electronic media.

- **Skyrocketed revenue from \$3M to \$75M while substantially improving patient care** for oncology and urology practices across the U.S. Expanded the team from 10 to 100.
- Created a culture that **engaged key stakeholders, clinical and pharmaceutical leaders, and employees** at every level.
- Supported successful investment round with US Venture Capital, and as CEO, negotiated and managed 100% sale of the business to Medical Center Research in 20xx.

PHARMA INSTITUTE

19xx to 19xx

## General Manager

Guided operations and executed ambitious growth plans for contracted oncology practices while serving as general manager of practice-management company specializing in oncology.

- **Managed the post-merger integration for the largest oncology group in the northwest** (\$50M annual revenue).
- Collaborated with C&N team to analyze and acquire businesses that complemented the existing organization and that would generate significant revenue growth across **imaging, radiation, ambulatory surgery, and lithotripsy centers, medical and home health care practices, hospices, and private hospitals**.
- As a consultant, opened the first independent, physician-owned cardiac MRI site in Fort Worth. On behalf of owners, **sold the business to First Medical Center after 12 months of operation**.

## Prior Experience

- Managed and expanded orthopedic practice; onboarded 8 new physicians, built 4 new offices, and added HCN and FT services before divesting several of the businesses (under Standard rules).
- Directed operations and administration of single-provider pediatric/neonatal practice.
- Grew oncology practice from 2 to 8 physicians in 1 year. Added home health and psychological services. Negotiated merger with competitive group, and subsequently sold the large-scale group to Pharma Inc. in 19xx.

## Education

Healthcare Administration • STATE UNIVERSITY OF TEXAS