

PROFESSIONAL.....

ZEBRA | RTLS and Business Intelligence Solutions

New York, NY

Engagement Director

Jan 2013 - Present

Zebra is a leader in the application of real-time location system technologies (RTLS) within the healthcare industry; RTLS helps clients cut costs through efficiency, expand patient access to care, improve patient and staff safety and enhance the patient experience

- Shortly after joining Zebra, learned most contracts ran 20-40% over budget (the cost differential was absorbed by Zebra and cut into profit margins); Volunteered to oversee every detail of new contract resource planning; Result: margins increased 15% in Y1

THE CLEVELAND CLINIC | \$2.2M Engagement - Patient satisfaction and throughput improvement

- Clinical staff reported that the oncology treatment center was at capacity; Leadership felt the only solution was to build a new \$550M facility
 - Investigated root cause of capacity issue and discovered that assets were being underutilized; Counseled leadership that a lack of visibility into the patient visit lifecycle was driving staff's misperception around capacity
 - Secured an additional \$600k contract to improve utilization of exam rooms from 75%→85% and infusion chairs from 60%→90%
- Thanked by hospital leadership for maintaining vendor agnostic stance in recommending technology to best meet hospital's current and future needs; Prioritized integration of previously acquired RTLS hardware into new system, saving the clinic \$500k

NEW YORK PRESBYTERIAN HOSPITAL | \$30M BUILD Program - Largest RTLS implementation in the United States

- Directed strategy and operations for BUILD Program, a 5-year \$30M real-time location system implementation project designed to optimize the use of hospital assets (equipment, space & staff); Currently generating \$6M/year in cost reduction and increased efficiency
- Relationship Building: Developed open communication with Senior Executives & Clinical Staff (strategy, budgets, timelines); This was a critical factor in receiving green light to expand the patient flow beta project to all 75 hospital departments (\$2M in additional contracts)

ANCO-EAGLIN | Industrial Equipment Manufacturer

High Point, NC

Head of Business Development & Operations

Nov 2008 - Dec 2012

Engagement Manager

Led business development and worldwide product implementations for Anco-Eaglin's \$100M agricultural division

- Identified niche in market for integrated solutions; In 2011, led development of new turn-key division (revenue: \$5M in Y1); A move that was ahead of its time and which transformed Anco-Eaglin into a one-stop-shop for major industry players like Jamesville Foods
- Identified an opportunity to lower product development costs; Led team of six to redesign and standardize parts across Anco-Eaglin's entire product offering; Generated \$2/annum in raw material savings and freed up \$500k in cash via inventory reduction
- Supported clients at their locations in 10+ countries (Finland, Germany, Egypt, Korea etc.); Oversaw \$30M/annum in agricultural processing equipment installation and managed the agricultural division's international shipping, logistics & currency exchange
 - Pitched Korean client on diversifying his product offering to include steam-extracted by-products; Closed \$6M in equipment contracts; Followed up after implementation to ensure client satisfaction – learned they had increased revenue by \$2M in Y1
 - Advisory mission to the Director of the USDA's Agricultural Research Service: Closed \$100M contract to equip USDA biohazard processing plant; Provided ongoing advisory as USDA staff worked with team of 3rd-party experts to build \$500M facility

NAUTICAL ENGINEERING.....

SMITHFIELD MARINE | Luxury Wooden Boats

Monroe, NY

Head of Product Design

June 2006 - Sept 2008

- Managed team of fourteen; Increased profit margins by 10% (\$10k per \$100k boat) and reduced warranty claims by 75%
- Business Development: generated \$750k in revenue/annum, travelling to clients and conventions throughout the mid-Atlantic

THE MAINE SCHOOL OF YACHT DESIGN

Portland, ME

Yacht Design & Engineering Program

2006

- Coursework in Electrical, Mechanical Engineering and Design under Professor Steve Dalzell, a longtime designer for America's Cup

EDUCATION.....

PROJECT MANAGEMENT INSTITUTE

2012

PMP Project Management Professional Certification

UNIVERSITY OF TEXAS AT AUSTIN

2004

B.A. in Public Sector Management

PERSONAL.....

- Completed more than twelve Triathlons and Duathlons since 2003, Lifelong runner: Ran the 2017 New York City Marathon in 4h54
- Pastimes: classic boat renovation, sailing on Lake Michigan and woodworking (classic American furniture in the style of Thomas Moser)