

NAME NAME

City, ST 55555 | (555) 555-5555 | email@email.com

HIGH-PROFILE DIRECTOR OF BUSINESS DEVELOPMENT

LEADING HEALTHCARE COMPANIES TO GROWTH AND MARKET DIFFERENTIATION WITH A RECORD OF GENERATING NEW BUSINESS OPPORTUNITIES AND DEVELOPING LUCRATIVE PARTNERSHIPS

Financially-Savvy, Forward-Thinking Leader with time-tested ability to implement the necessary business development strategies to accomplish organization objectives while creating unique market growth strategies, managing business relationships, building credibility, and establishing immediate rapport with clients. Verifiable record of success in balancing strategic decisions and financial discipline with a hands-on approach to leadership, resulting in strong employee, physician, and patient satisfaction. Recognized for consistently dissolving barriers in sales via the courage to evaluate market entry and account development from a fresh perspective. Persuasive communicator who excels at engaging stakeholders and key community leaders through effective strategies, compelling stories, and targeted tactics.

STRENGTHS SNAPSHOT

- | | |
|----------------------------------------------------------|--------------------------------------------------|
| ❖ Business Development Practices | ❖ Project Leadership & Implementation |
| ❖ Financial Forecasting & Analysis | ❖ Client Relations & Satisfaction |
| ❖ Territory Development & Management | ❖ Marketing & Publicity Strategies |
| ❖ Employee Retention & Talent Management | ❖ P&L Analysis & Management |
| ❖ Strategic Partnerships & Alliance Formation | ❖ Vendor Selection & Onboarding |
| ❖ Business Planning & Structuring | ❖ Community Outreach & Relations |

CAREER NARRATIVE & MILESTONES

Citizens Medical Center – Victoria, TX

2007 – 2019

Director of Physician Recruitment/Relations & Business Development

Value Offered: Oversaw day-to-day operations of hospital-owned clinics and practices, including 50 employees, six mid-level practitioners, and 15 physicians of various specialties. Charged with developing, executing, and continuously managing innovative sourcing strategies to create and maintain a steady pipeline of passive candidates for hard-to-fill positions. Recruited, screened, interviewed, and negotiated offers with physician employees, finding outstanding candidates for every position.

Notable Achievements:

- Spearheaded the creation of a business office to handle all coding and billing for all of the hospital-owned practices, **reducing number of staff performing coding and billing by 50%, saving hospital \$320,000 in payroll and benefits, and improving efficiency and speed of coding and billing by 70%.**
- Masterminded the acquisition and employment of medical practices and physicians of various specialties to maintain critical service lines, **contributing \$34 million per year in net revenue** through referrals.
- **Achieved 90% retention rate** through recruitment of 30 physicians from different specialties.
- Demonstrated outstanding leadership and exceptional management skills during an unforeseen management transition and loss of near all hospitalists, working with temporary staffing agencies to fill open shifts and ensure the smooth running of the organization in that period.
- **Drove additional revenue of approximately \$1.5 million** through referrals gained by serving as an ambassador and advocate for the medical center in the community.
- Gained recognition for consistently producing high-level performances, receiving **ratings of between 4.5 and 4.5, on a scale of 5**, on performance evaluations.
- Established partnerships with healthcare appraisal company and worked with hospital's attorney to ensure proper appraisal of every practice and compensation of physicians are in compliance with federal laws and physician employment regulations.

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CAREER NARRATIVE & MILESTONES *(continued)*

C.L. Thomas Inc. – Victoria, TX

1999 – 2006

Vice President, Marketing & Public Relations

Overview: Assisted in acquisitions, increasing store count from 38 to 110 and up to 1,000 employees within two years. Managed all daily operations for stores across a vast geographic region. Secured additional funding for advertising and employee sales contests. Ascertained distributor needs and customized sales strategies with actionable steps, addressing key influencers such as pricing, fluctuating market, and support programs.

Major Benchmarks:

- Turned around poor store performance through the implementation of transformational marketing and operational programs, including staffing metric and store associate training and orientation programs.
— Programs led to **18% sales increase** and **5% bottom line increase**, adding **\$3,500 profit monthly**.
- Played an instrumental role in the acquisition and turnaround of 48 bankrupt stores, leading to **13% sales increase** and **4% increase in bottom line profitability** within 120 days of acquisition.
- Led renegotiations of supply agreements with vendors, securing lower cost of goods resulting in overall cost **decrease of 2.5% or \$2.2 million per year** and **increasing rebate dollars by \$900,000 per year**.

Circle K Corp. – Corpus Christi, TX

1994 – 1999

District Manager

Overview: Leveraged experience and comprehensive knowledge to supervise 23 stores and 200 employees in a remote and broad geographic area in South Texas. Handled all marketing, human resources, risk management, loss prevention duties, and general management operations. Translated cultural differences, planned targeted market entry in a challenged market and developed distributor relationships through tactical canvassing.

Delivered Results:

- Conceived, developed, and implemented numerous performance improvement programs, resulting in **10% same-store sales increase**, **8% reduction in overall expenses**, **60% reduction in turnover**, and **3% increase in store earnings**.
- Earned the privilege of being named District Manager Of The Year (1995), Area Manager Of The Year (1997 & 1999), and Area Manager Of The Year for best risk and loss prevention management (1999).
- Aligned the company for growth by creating quick-serve restaurant, **adding an average of \$100,000 net profit per store per year** and serving as the template for implementation in other stores.

EDUCATION

Bachelor of Business Administration

Lebanese University of Beirut, Beirut, Lebanon

TECHNICAL ACUMEN

Microsoft Visio, Microsoft SharePoint, Adobe Photoshop, Google Docs, QuickBooks, Dropbox, Salesforce

LANGUAGE PROFICIENCY

English (Fluent), **Arabic** (Fluent), **Spanish** (Proficient), **French** (Proficient)