**OWEN ALUMNI**

*Relocating to Nashville, TN*

555.555.5555 • [owenalumni@gmail.com](mailto:owenalumni@gmail.com)

[www.linkedin.com/in/owenalumni](http://www.linkedin.com/in/owenalumni)

**CONSULTING 🞍 HEALTHCARE 🞍 STRATEGY**

Highly-motivated, results-focused, **Healthcare Consultant** with over seven years of experience in the healthcare industry. Known for strong analytical and communications skills; thrives working in a fast-paced environment. Keen ability to identify healthcare trends and enact change at transforming provider systems through consulting and project management. Proven success in driving strategic projects and leading cross-functional teams to accomplish challenging goals on budget and on time. ***MBA degree***. Key skills include:

* Strategic Growth
* Project Management
* Business Planning/Analysis
* M&A Integration
* Competitive Analysis
* Organization & Process Improvement
* Executive Communication
* Relationship Management

**EXPERIENCE**

**HEALTHCARE MANAGEMENT GROUP**,City, ST **Year to Present**

*Boutique healthcare management consulting firm providing services in the following areas: Strategy, Organizational Transformation, and M&A Integration.*

***Consultant***

Guided system transformation for a $2B+ revenue, ABC Health System with five hospitals:

* Served as the program manager of a strategic planning process across 15 service lines; partnered with service line physician and business leaders to develop five of the strategic plans
* Evaluated and recommended a new advisory board structure for four recently acquired community hospitals, including board structure, roles/responsibilities, and scope of oversight
* Redesigned existing governance structures and implemented linking/coordinating processes to facilitate the cascade of system-level oversight committees to the division and facility level
* Coordinated with executive, IT, and clinical leaders to identify, develop, and obtain approval of a Radiological Imaging Solution that addresses existing PACS issues, promotes system in the radiology service line, and is scalable to external clients to drive future revenue growth
* Assessed outpatient Heart Failure program and provided recommendations to enable ‘seamless’ care for travelling patients to streamline referral intake and reduce the number of clinic visits
* Facilitated the development of a centralized Path/Lab service across the system estimated to produce $1.6M in cost savings annually

Led a $1.9B+ revenue AMC in the integration planning of a recently acquired, $500M+ revenue, two-hospital system:

* Engaged with executive leaders to establish an integration vision and governance structure capable of triaging/responding to requests arising from the acquisition
* Partnered with leadership teams to assess integration readiness by functional area; collaborated with each team to identify and prioritize synergy opportunities (n=98) on a multi-year roadmap

Spearheaded and participated in several internal firm initiatives:

* Served as a thought leader and authored multiple white-papers on health care policy and a multi-part series on the return to ‘normal’ for healthcare systems during the COVID-19 pandemic
* Developed a robust, but user friendly, budget and forecasting tool that empowered senior management to analyze the company’s actual and projected financial performance
* Assisted in business development and the submission of proposals, inclusive of statement of work, resource staffing, and pricing
* Redesigned and deployed project specific financial tracking model, enabling engagement managers to assess budget performance and resource utilization towards contract value
* Crafted an updated case-based interview process; administered the case to all on-site candidates

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**XYZ HEALTHCARE**,City, ST **Year - Year**

*Fortune 500, $45B+ revenue healthcare management organization with ~180 hospitals and ~2,000 care locations*

***Manager, Strategy & Innovation Group***

Provided internal consulting services across the organization, with a focus on strategic growth and competitive analysis:

* Consulted eight hospitals in a rapid strategic planning process focused on accelerating growth within five years; projected to result in additional $251M of EBITDA per year
* Evaluated acquisition targets and potential market entry opportunities by assessing competitive positioning, demographic trends, and local healthcare policies
* Examined XYZ’s portfolio of 44 FSERs to identify key performance drivers; results incorporated into future FSER pro formas to assess potential profitability
* Produced quarterly market demand/share analysis across 38 markets for the COO that are integral to earnings calls, investor relations presentations, and strategic planning initiatives
* Supported Largo Group (85 hospitals) executive leadership with annual business plan development. Research topics include demographic and economic trends, competitor movements, and future strategies.
* Led a cross-functional team that acquired data and implemented business intelligence tools. Resulting automation reduced work hours approximately by 80-90% (savings of 70 hours per quarter).
* Developed a Texas market database by integrating three asynchronous sources with partial overlaps. The database improved insight into XYZ’s eight Texas markets and saved 40 hours per quarter of manual work compared to prior models.
* Facilitated strategic planning meetings and corporate symposiums for multifunctional groups such as Telehealth, Graduate Medical Education, and the DoubleStar Medical Center executive retreat.
* Two-time recipient of XYZ STAR Employee Award for “exceptional above and beyond” performance

***EHR Implementation Specialist II, Clinical Services Group***

Led the seven-month implementation of EHR systems at XYZ hospitals as part of the Meaningful Use initiative

* Implemented Meditech 6.0 CPOE (Computerized Provider Order Entry) for two hospitals – a 260-bed hospital with an off-site psychiatric hospital and a 186-bed hospital
* Provided monthly status updates to hospital C-suite and physician leaders
* Prioritized and monitored physician training prior to the go-live of EHR systems

**EDUCATION**

MBA, **Vanderbilt University Owen Graduate School of Management**,Nashville, TN

# Concentration: Healthcare / Finance

GMAT: 690; E. Bronson Ingram Merit Scholarship Recipient (~40% Tuition)

Summer Internship: Goldman Sachs – Investment Management Division (Private Wealth)

# Bachelor of Engineering, **Vanderbilt University School of Engineering**,Nashville, TN

Major: Biomedical Engineering; Minor: Engineering Management