

ROBERT SMITH

Jr. Area Vice President

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SUMMARY

Results oriented Healthcare professional with extensive experience in sales consulting, education and training, internal sales, public speaking, project management and research. Excellent communication and organizational skills. Ability to listen and communicate effectively with employees at all levels of the organization.

SKILLS

Insurance, Marketing, Management.

WORK EXPERIENCE

Jr. Area Vice President

Healogics - August 2010 – 2020

- Worked with senior management as necessary to maximize the efficiency and effectiveness of existing Wound Care Centers within the assigned area, and develop new Wound Care Centers as required.
- Facilitated the successful and timely implementation of Wound Care Centers Manage a portfolio of 14 Centers/ \$7 million dollars in revenue Ensure compliance of company and hospital policies, procedures process and other regulatory agencies.
- Completed ongoing support of the PD and program through effective coaching and mentoring.
- Supported, mentored and communicated with Program Director to meet their key performance indicators (KPIs) and the hospitals expectations for the program.
- Developed Program Director accountability through the quarterly dash meeting (Quality) process.
- Promoted the value proposition of Healogics by coaching the PD through daily activities for partner relationship.
- Built a relationship with the C suite level of partner organization (CEO, CFO.)

Area Vice President

Delta Corporation - 2005 – 2010

- Trained and developed top level operational directors Monitored weekly, monthly and quarterly achievement goals Established project control .
- Reporting involving area activities.
- Ensures compliance with SouthernCare standards with regard to Staffing and productivity standards Policies & Procedures Operations Manual .
- Continuing Education of Staff Patient/family, Physician and Facility Satisfaction Surveys Responsible for implementation of performance improvement .
- P&L responsibility for operations in North and South Carolina, with combined sales of \$265 million.

- Locations included 16 distribution facilities, three door & trim plants, and four installed sales departments.
- Gained market share during significant industry downturn.

SCHOLASTICS

- Certificate in Enterostomal Therapy Nursing - (Olivet Nazarene University - Worcester, MA)