

# Robert Smith

## *President And Chief Executive Officer*

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Professional with over 20+ years of experience as a Chief Executive Officer in health care consulting, management of multi-specialty group practices, Physician Practice Management Corporations (PMCs), Management Service Agreements (MSAs), academic medical centers, and the insurance industry to include managed care organizations and independent practice associations (IPAs).

### **WORK EXPERIENCE**

#### ***President And Chief Executive Officer***

**ABC Corporation - September 1999 - Present**

##### *Responsibilities:*

- Under the direction of the board of directors, working with a progressive health care system directing the operations of 4 clinics with 18 providers (primary care, specialty, and extenders).
- Demonstrating practice leadership, strategic planning, business development, marketing, and financial management to include the annual budgetary process.
- Demonstrating exceptional communication skills and works collaboratively with physicians, practice staff, hospital administration, corporate office, and within the community as a whole.
- A committee member of the managed care contracting committee, recruiting committee, quality assurance committee, and finance committee.
- Responsible for recruitment of providers for the group needed in the community.
- Information systems, purchasing, budgeting, development and monitoring of compliance policies, feasibility studies/proformas, contract negotiations, and marketing.
- Ensuring smooth operations and consistent delivery of quality and efficient work throughout each practice to include the central administration office.

#### ***Interim Consulting***

**ABC Corporation - June 1999 - August 1999**

##### *Responsibilities:*

- Outpatient health services senior management consultant under the direction of the program director, duties include organizing and fully developing the human motion institute program by initiating and formulating the project plan.
- Identifying the need, acquiring and training key members of the development team.
- Developing program methodology and plans for program feasibility; facility design; program development; strategic analysis; financial monitoring system; staff training; program sales to pilot hospitals; program implementation in pilot hospitals; marketing of hospital program to appropriate parties.

### **SKILLS**

Public Relations, Public Speaking, Marketing, Analytical Problem Solving, Proficient In MS Office, MS Word, Internet Savvy, and Quickbooks.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

- Maintaining quality, consistency, and continuity of programs in accordance with Johnson & Johnson's philosophy.
- Responsible for recruitment of providers for the group needed in the community.
- Developing expectations for project teams and providing a mechanism for expectations to be met.
- Determining the scope of the project, overall program design, and overall systems required for each portion of the project proposal.

## Education

Masters in Science And Management - (Troy State University - Troy, AL)  
Bachelor Of Science in Education - (Southern Illinois University - Carbondale, IL)  
Business Administration - (Columbus State University - Columbus, GA)