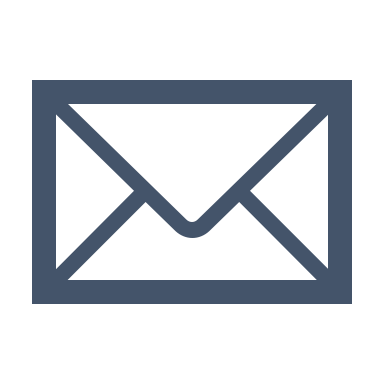
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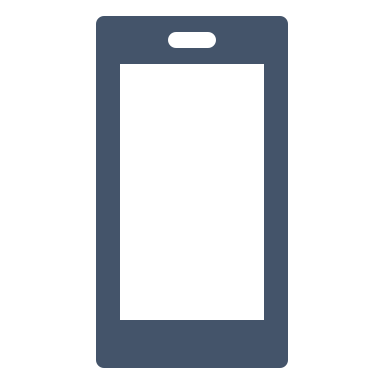
Richard Sloan, MBA

richardwsloan@yahoo.com

309-210-8473

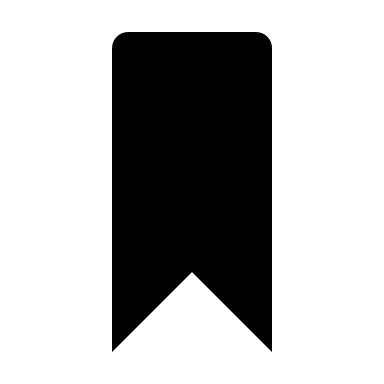
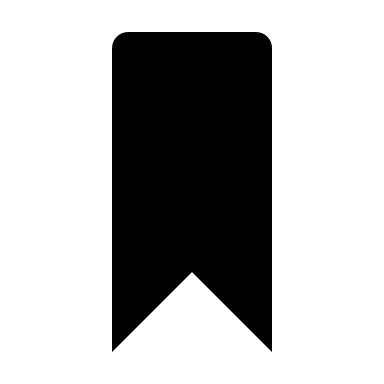
Peoria, IL







linkedIn.com/in/ richard-sloan-mba-36048630/

 17+ Years of Healthcare Experience Account Administration Leader in Business Development

**Account Manager**

CVS Health / Omnicare Pharmacy | Peoria, IL July 2019 – Present

* Manage 30 plus accounts with a total annualized revenue of over 14 million dollars.
* Increase Senior Living retention and new move-in rates to 100% within first year.
* Increased savings in Long-Term Care service contracts by 18%.
* Provide superior medication availability and comprehensive IV therapy coordination for post-acute care patients.

**Assistant Director of Business Services**

Graham Health Systems | Canton, IL May 2017 – December 2018

* Directed the interviewing, training, and evaluating of the 28 employees in the business office.
* Created processing to drive down aging accounts receivable from 78% to 13%.
* Optimized reporting for 16 million dollar gross monthly charges.
* Tracked Key Performance Indicators and dashboards for CFO & Senior Director of Revenue Cycle

**Hospital Liaison**

Petersen Health Care | Peoria, IL August 2015 – May 2017

* Developed relationships with Peoria area hospital discharge planners and social workers.
* Generated more than 1400 referrals and placed over 500 (36%) with the Skilled Nursing Facility community.
* Maintained admission policies and marketing for all 76 of the Petersen Healthcare facilities.

**Community Relations Coordinator**

Petersen Health Care | Peoria, IL May 2014 – August 2015

* Executed the screening process for possible admissions to verify a nursing stay.
* Performed marketing for both Fondulac Rehabilitation and Timbercreek Rehabilitation.
* Completed in-home screenings for residents who were incapable of traveling.

**Residential Services Director / Q.M.R.P.**

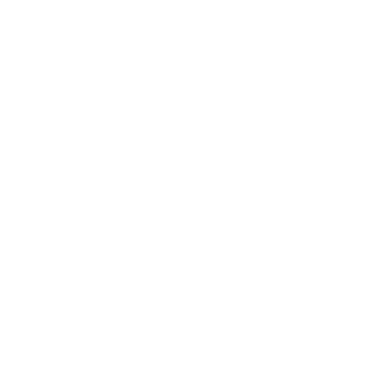
Marigold Estates / Patterson House, Inc. | Pekin, IL November 2006 – May 2012

* Administered the staff of 15, including interviews, training, in-servicing, evaluating and terminations.
* Directed the team, which generated 0 deficiencies four consecutive years, meeting IDPH standards.
* Created Individual Service Plans (ISP’s) for all 16 residents living in the ICF-DD facility.

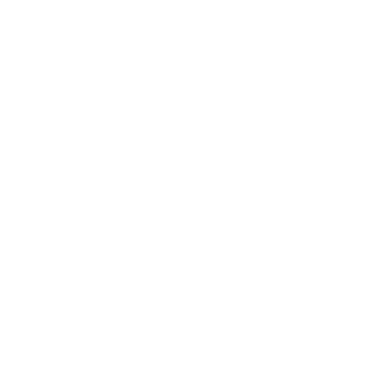
**Mental Health Professional**

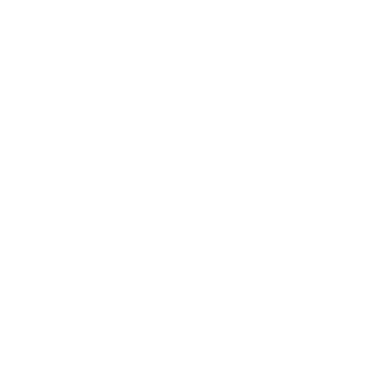
Chaddock | Quincy, IL September 2001 – October 2006

* Performed one-on-one counseling for individuals in the male population.
* Implemented ATTACh Therapy to help youth re-connect with their families.
* Dispensed medications as ordered by facility Medical Director.



 **Education**

 **Skills**

 **Community**

HOI United Way

Rebuild Together

Norwood Primary School

Limestone Girls Softball Assn

Microsoft Office Social Media

Various CRM Systems Google Docs

Video Conferencing PDF

Western Governors University

MBA, Healthcare Management

Culver-Stockton College

BS, Criminal Justice