

Professional Summary

Results-driven Corporate Strategy and Business Development executive with 15+ years of experience in the healthcare industry, driving growth through strategic planning, M&A, and cross-functional team leadership. Proven track record of successfully executing turn-around and scale-up initiatives, with expertise in managed care, employee benefits, and healthcare policy.

Professional Experience

Executive Vice President, Corporate Strategy & Business Development

Inazuma.co | January 2020 - Present

Senior Vice President, Business Development

Healthcare Solutions Inc. | June 2015 - December 2019

Key Achievements:

- Spearheaded a \$500M acquisition, integrating the target company and achieving 25% cost savings within 12 months.
- Developed and executed a strategic plan, resulting in 30% revenue growth over 3 years.

Responsibilities:

- Led cross-functional teams in business development, strategy, and integration efforts.
- Collaborated with the executive team to drive corporate strategy and growth initiatives.

Vice President, Strategy & Business Development

Medicare Advantage Corp. | January 2010 - May 2015

Key Achievements:

- Designed and implemented a Medicare Advantage product, achieving 50% market share within the first year.
- Negotiated a strategic partnership with a major pharmaceutical company, resulting in a 20% increase in revenue.

Responsibilities:

- Developed and executed business development strategies, focusing on Medicare and Medicaid markets.
- Managed a team of business development professionals, providing guidance and mentorship.

Senior Consultant

PharmaCare Consulting | June 2007 - December 2009

Key Achievements:

- Conducted market research and analysis, informing the development of a new pharmaceutical product.
- Collaborated with clients to design and implement process improvements, resulting in 15% cost savings.

Responsibilities:

- Provided strategic guidance to pharmaceutical and healthcare clients.
- Conducted market research and analysis to inform business development initiatives.

Education

BS, Biology

Stanford University | 2005

Technical Skills

Leadership & Management:

- Leadership
- Management
- Cross-functional Team Leadership

Strategy & Planning:

- Strategic Planning
- Business Strategy
- Healthcare Policy

Healthcare Industry:

- Healthcare
- Managed Care
- Employee Benefits
- Medicare
- Medicaid
- Health Insurance
- Pharmaceutical Industry
- Pharmacy Benefit Management
- Disease Management

Business Development & Sales:

- Business Development
- Selling
- Sales

Operational Improvement:

- Process Improvement
- Consulting