

## Professional Summary

Results-driven Healthcare Executive with 15+ years of experience in Business Development, driving system development and managed care product initiatives. Proven track record of success in leading cross-functional teams and navigating complex healthcare landscapes.

## Professional Experience

### Senior Vice President, Business Development (BD09)

Inazuma.co | January 2018 - Present

### Director, Product Development

Blue Cross Blue Shield of Massachusetts (BCBSMA) | January 2015 - December 2017

#### **Key Achievements:**

- Successfully transitioned the company from an indemnity payer to a managed care company, resulting in a 25% increase in market share.
- Developed and implemented a new product line, yielding a 15% increase in revenue within the first year.

#### **Responsibilities:**

- Led cross-functional teams in product development and launch initiatives.
- Collaborated with stakeholders to identify market opportunities and inform product strategy.

### Network Development Manager

Physician Care Health Initiatives (PCHI) | January 2012 - December 2014

#### **Key Achievements:**

- Built and managed a network of 500+ physicians, resulting in a 30% increase in patient referrals.
- Developed and executed a provider engagement strategy, leading to a 25% increase in network retention.

#### **Responsibilities:**

- Identified and recruited physicians to join the network.
- Fostered relationships with existing network providers to drive engagement and retention.

### Research Coordinator

Harvard Medical School | January 2008 - December 2011

**Key Achievements:**

- Contributed to the publication of 5 research studies in peer-reviewed journals.
- Assisted in the development of a novel healthcare IT platform, resulting in a \$1M grant award.

**Responsibilities:**

- Coordinated research studies and collected data for analysis.
- Collaborated with researchers to design and implement study protocols.

## Education

**Bachelor of Science in Healthcare Administration**

University of Massachusetts, Amherst

## Technical Skills

**Healthcare Management:**

- Strategic Planning
- Operational Management
- Change Management

**Healthcare Information Technology:**

- Electronic Health Records (EHRs)
- Health Information Exchange (HIE)
- Telehealth Platforms

**Business Development:**

- Market Analysis
- Product Development
- Partnership Development