

## 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