

Ben Kasper



Current Role

Manager, Commercial Strategy July 2019 – Present

Cardinal Health (Columbus, OH)

- Design, develop and deploy commercial programs to drive Cardinal Health brand product sales
 - Led the execution of our 2019 program which converted \$12M+ in new Cardinal Health brand product sales
- Create innovative offer models to meet evolving customer demands and align customer behavior with strategic goals
 - Supported the launch of a new Pandemic Solutions suite of offers to address hospital's challenges through COVID-19
- Activate assortment strategies through category management practices, new incentive structures and sales enablement tools
 - Created and deployed commercial content to support customers on 2019 product assortment transitions

Prior Work Experience

Consultant, Continuous Improvement June 2018 – July 2019

NiSource (Columbus, OH)

- Developed Continuous Improvement (CI) platform to deliver ongoing CI principles at all levels across the organization
- Facilitated executive-level leadership development workshops to enable leaders to foster CI behaviors within their organizations
- Analyzed capability building trends and provided numerous ad hoc consulting services for the Transformation Office

Consultant, Business Integration and Corporate Transformation April 2017 – June 2018

NiSource (Columbus, OH)

- Advised project teams on business case requirements for transformation effort to find \$50 million in operational savings
- Provided consulting support, processes and tools to drive transparent and consistent management of transformation initiatives
- Implemented continuous improvement culture through collaboration with corporate Customer Value Teams (CVTs)
- Managed Transformation's health through standard reporting of initiative statuses to executive sponsors and program leads

Consultant, Emerge Program, Specialty Services Strategy & Business Development June 2016 – March 2017

Cardinal Health (Dublin, OH)

- Managed the framing of the competitive landscape and created deep analyses of the Specialty Pharmaceutical industry
- Initiated and supported live M&A processes, including financial modeling and due diligence transaction support
- Drove the execution of the Cardinal Health Specialty Services strategic plan and business development priorities

Senior Analyst, Emerge Program, Investor Relations June 2015 – June 2016

Cardinal Health (Dublin, OH)

- Analyzed and communicated real-time competitive intelligence for the broad market, healthcare sector and peer group
- Tracked sell-side analyst notes to anticipate read-throughs to Cardinal Health and peers
- Delivered stock reporting, peer benchmarking & analysis and shareholder composition to senior executives and board of directors
- Directly supported CFO in creating and preparing the financial presentation at our 2015 Investor Day

Senior Analyst, Emerge Program, Medical DG&O Manufacturing Accounting June 2014 – June 2015

Cardinal Health (El Paso, TX)

- Automated summary level financial reports from Singapore, Mexico and the Dominican Republic in our DG&O business
- Collaborated with engineers on executing Value Improvement Projects for enhanced performance and cost savings

Senior Analyst, Pharmaceutical Merch Margin Accounting July 2012 – June 2014

Cardinal Health (Dublin, OH)

- Worked with pharmaceutical suppliers to manage buy-side rebates earned on Cardinal Health purchase and sell-through

Skills & Competencies

- Proficient in Microsoft Applications (Excel, PPT, Word, Access, Visio)
- Extensive experience and strengths in executive-level communications and presentations
- Other competencies include data analysis and reporting, financial and operational modeling, and management consulting
- Intermediate competencies in Adobe Creative Cloud applications
- Basic skills in programming languages, including HTML, CSS JavaScript

Education

Undergraduate: Bachelor's Degree from Miami University (Oxford, OH – Graduated 2012)

Major: Finance

Minor/Focus: Entrepreneurship



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