

JACOB ALAN LAWRENCE, MPA

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Dear Hiring Manager,

Healthcare finance leaders face mounting pressure to improve margins while navigating reimbursement complexity and cost volatility. Helping organizations solve these challenges through better planning and decision support technology is exactly the work I want to do. I am excited to apply for the Manager, Consulting position at Strata Decision Technology, where I can combine my implementation team leadership experience with my background in financial management and data analytics.

In my current role, I lead teams of consultants through complex enterprise software implementations, translating business and technical requirements into project plans, allocating tasks, and ensuring we deliver on time, on budget, and with high quality. Over the past five years, I have maintained 92% on-time and 95% on-budget delivery across 100+ engagements while coaching junior team members on technical skills, client service, and consulting best practices. I created standardized playbooks that were adopted across 87% of our projects, reducing rework by 28% and enabling the team to scale. I am comfortable traveling 20-35% for client workshops and go-live support, and I thrive in Agile delivery environments.

I bring hands-on technical skills that align with Strata's needs. I have built reporting dashboards using Power BI and SQL to track project metrics, validate data, and surface insights for executive stakeholders. My background includes budget management and financial analysis in a government finance environment, where I led annual budget planning and delivered \$200K in annual value through process improvements. I have delivered 120+ client training sessions with consistently high satisfaction scores, and I am effective at explaining technical concepts to both finance professionals and IT teams.

I am drawn to Strata's focus on helping finance teams acquire insights and accelerate decisions. The opportunity to lead consulting teams, work directly with healthcare finance leaders, and contribute to operational improvement initiatives is exactly the challenge I am looking for. I would welcome the chance to discuss how my team leadership and implementation experience can contribute to Strata's continued success.

Sincerely,

Jacob Lawrence