

# Marcie Newill

mnewill@sei.com | sei.com

## PROFESSIONAL BACKGROUND

Marcie Newill brings 15 years of experience delivering solutions to businesses and consumers. Her experience across industries at both Fortune 500 and privately held companies gives her a unique ability to solution and drive delivery for her clients.

Marcie is a proven leader in revenue generation, solution consulting, marketing, management and project management. With experience working across all levels of an organization, Marcie has a keen ability to recognize company needs and lead and direct efforts to improve processes. She has successfully led transformative projects from ideation to successful integration and excels in managing multiple projects under pressure & time constraints. Her work ethic, strong interpersonal skills and collaborative approach drive accelerated business results.

## SELECTION OF RELEVANT EXPERIENCE

### Chief of Staff and Program Manager | Global Financial Technology Organization

Marcie served as chief of staff and program manager for the Vice President of Checkout Products, managing an \$8M capital budget and \$500M in revenue. In this role she assisted with capital planning and prioritization efforts, organized development work intakes, managed communications on checkout team priorities and deliverables with portfolio partners, tracked monthly capital burn and revenue across all projects, organized and coordinated all hands monthly meetings, facilitated working sessions to move troubled projects forward, and led a cross functional team tracking go to market and commercialization efforts for two product launches.

### Program Manager | Business Operations Real Estate Company

Marcie managed a P&L generating \$5.5M in revenue. In this role she created, implemented, and delivered on business goals for a business unit comprised of two FTEs and 85 independent contractors. She initiated market share analysis, identifying areas of opportunity for the business and championed a multipronged strategy to grow revenue through sales enablement (including proptech implementations), recruiting, retention, and organizational restructuring. Marcie also worked cross functionally with core service business partners to drive revenue across mortgage, insurance, title, and home services.

### Project Manager | Health System Capital Equipment & Integration Implementation

Marcie worked with internal partners including operations, finance and clinical specialists and with cross functional health system partners toward capital equipment upgrades. Responsibilities included solution consulting, financial analysis around leasing vs capital acquisition, stakeholder communication and buy-in, contract negotiation, RFP development, coordinating with internal cross divisional partners toward a multi-divisional deal, conducting cross specialty equipment trials, installing surgical capital equipment with Cerner and PACS integration solutions, creating and conducting staff trainings. These implementations resulted in standardized systems, efficiencies, improved patient outcomes and cost savings to health networks.

### Industry Experience

- Medical Device
- Real Estate
- New Construction
- Facility Services
- Financial Technology

### Functional Expertise

- Project Management
- Program Management
- Product Management
- Client Delivery
- Sales Management
- Sales Enablement
- Objection Handling
- Solution Selling
- Contract Negotiations & RFP
- CRM
- Recruiting & Retention
- Lead Generation
- Strategy Development
- Marketing



sei.com | info@sei.com | (513) 459-1992

# Marcie Newill

mnewill@sei.com | sei.com

## SELECTION OF RELEVANT EXPERIENCE

### Project Manager | Health System ProCare OnSite Implementation

A large health system needed to solve for turnover, overtime & seasonal overage, and quality issues in their sterile processing department. Marcie worked with a team that included operations, project managers, quality managers & analysts, finance, and sales and marketing to provide and implement a solution that involved a full time OnSite team of seven. The scope included working with the health network on the RFP, candidate selection/hiring, implementation planning, coordination and communicating with stakeholders. The launch was successful, leading to the program expanding to other hospitals in the network.

### Project Manager | New Business Facility Services System Improvements

Marcie led an initiative to provide efficiencies and cost savings to multi-location regional accounts, including school systems, restaurants, a 41-location oil company, and a national large box gym. The scope of the projects included conducting site visits, financial analysis, negotiating contracts, preparing and delivering full-service business solutions, and working with cross-functional partners to coordinate the launch and install.

### Program Manager | Diversity Recruitment and Retention Initiative

Marcie led efforts to improve a Fortune 500 med tech organization's recruiting and retention efforts. This company was world class in every other category except retention among diverse employees. The scope included program and project management, utilized wallpapering methodology to develop a SOW, working with internal partners to develop a strategic plan and focus that included a strategy, key business objectives/results, performance objectives and key activities. Assisted with the "ThinkTwice" unconscious bias training. Raised awareness about the importance of diversity and inclusion. Encouraged top-down support toward continued progress in this area to produce more diversified teams with more sustainable and predictable results. The result was year over year organic growth and retention among diverse candidates.

### Project Manager | Health System Capital Equipment Trial

Marcie led cross functional business partners, including clinical development managers, legal & compliance, surgical staff, biomedical engineering and anesthesiology through the proper channels, under tight time constraints, to implement an innovative, new to the market pediatric medical device in the US. This led to a positive patient outcome; confirming that a patient's lymphatic system was functioning properly saving the patient and the hospital time and money.

### Technology Expertise

- Microsoft Office 365
- CRM
- Spacio
- PropTech
- MoxiWorks
- LucidPress
- Skyslope
- PowerBI
- WordPress
- Corelogic
- Clarity
- Rally
- Smartsheet

### Deliverables

- Business Proposals
- Program/Project Plans & Strategy
- Business Planning
- Contract Review
- Budget Forecasts
- Communication Plans
- Strategic Focus

### Certifications

- Certified ScrumMaster (CSM)