Steven Eskenazi

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SUMMARY OF QUALIFICATIONS

Proven healthcare Sales professional for Enterprise Workflow Software & Clinical solutions, New Business Development, Account Management & Partner relationships. Earn hospital stakeholders trust, confidence & respect by being a subject matter expert that shares real life use cases with proven ROI at our national / major clients nationwide. Self-driven with persistence and stamina who is disrupting the status quo. Bullish on infiltrating the often inaccessible contacts in healthcare that we need to reach, but who are often overwhelmed by ongoing changes and with extremely limited time to speak to new vendors.

EDUCATION

RCA Technical Institute – Degree in Computer and Information Systems

PROFESSIONAL EXPERIENCE

Regional Sales, Hospital Solutions | RFT.com | Northeast & New England Region | 09/15 - Present
- Sales & new business leader who is disrupting the status quo and driving clinical & workflow efficiencies.
- Showing hospitals, it's "TIME TO THINK BEYOND" and stay the course with legacy vendors. Representing technologies that improve operational efficiency.
- Help hospital stakeholders become clinical technology pioneers and how to showcase value which leads to my hospital champions appreciation.
- Enjoying my current role as a Sales leader for outstanding enterprise wide Patient & Employee Safety, Clinical Staff Duress, Infant Security, Asset tracking & automated workflow RTLS & RFID solutions to hospital providers & stake holders.
- Relationship building one hand shake at a time. Providing consistent Year over Year growth of many previously stagnant hospitals.
- "KNOWN BY THE COMPANY WE KEEP"; My hospital clients include NY based NSLIJ / Northwell hospitals, R.I. based Woman's & Infants, Southcoast system, NYP hospitals, NYCHHC hospitals that include Bellevue, Coler Goldwater, Winthrop, Meridian Health System & dozens more in my region.
- Reached on average $1.3 quote each year.

Regional Sales | PatientSafe | Northeast & MidAtlantic Region | 06/13 – 09/15
- Provided secure communication, clinical workflows & care team collaboration.
- Enterprise Sales Regional VP; for optimizing care teams to collaborate with each other more effectively. The essential unification of clinical communications, clinical alarm safety systems with advanced alarm management software.
- Monitored and shared health data between chronic disease patients and physicians.
- Very large region sales " Hunter " responsible for opening a multi-state area for acute care hospitals & patient safety. Helped hospitals develop and execute on clinical mobile strategies that included 2nd notification of Alarms / Alerts. Proud of wins in the NYP & NYU system.
- Integrated care interventions, enhanced operational efficiency for caregiver effectiveness & patient safety. Offered specimen collection, secure messaging, notifications, STAT orders, results, nurse call, images, alerts, etc. Improved healthcare collaboration, care coordination, patient safety, while providing a level of clinical communication hospitals have been missing.

Regional Sales | Ekahau | Northeast / Central States Region | 12/09 – 06/13
- Visibility & indoor positioning systems; An RTLS thought leader.
- Drove Sales, hospital business development, channel partnership with VARs. for cutting edge enterprise workflow software fed by Zone Detection technology & Real time location systems.
- Leveraged RTLS to provide the most efficient, simplest & smartest platform to support clinicians. RFID tags for enterprise wide location visibility, B.I. software & best practices automation for hospitals. My efforts brought the firm to # 2 behind KlAS leader Stanley - Aeroscout.
- Evangelist & early stage employee responsible for a very large multi-state region. # 1 in USA in 2010, 2011, 2012 for new name accounts & hospital revenue. Proud of hospital wins that included OSUMC, Nationwide Children's, UPMC Children's, Cincy Children's, Albert Einstein, UVA Medical Center & Indiana University Health.

- Solved business challenges for ED/ER/OR, nursing, security, patient safety, materials & supply chain management, BioMed, Clinical Engineering, I.T., Infectious control, Transport, EVS & Pharmacy with our B.I. software & services that are proven for a rapid ROI & increased provider productivity.
- Worked close with Cisco Healthcare, Meru, Aruba, Presidio, ePlus & direct sales with hospital clinical leadership, patient safety & supply chain / materials management.
- Average quota reach each year Approx $1.8

Hospital Sales | Premise Development | Nationwide Sales & Business Development | 03/05 – 12/09

- Powered impressive improvements for hospital patient flow & bed management, became an Allscripts business unit after company sold.
- Employee # 9, hired to help launch the firm and represent cutting edge / highly advanced enterprise-wide bed & capacity management / patient workflow software solutions, executive dashboards, visual analytics to hospitals on the east coast & named hospitals nationwide.
- Early stage, first senior sales employee for this startup, who directly or helped expand sales from 3 to 71 hospitals in 4 years. Had multiple sales & sales management roles (national / regional sales & national sales management) who sold and closed new name hospital clients nationwide that enabled the firm to exceed its business plan.
- Closed required capital to grow and be sold for 4x yearly sales to Eclipsys / Allscripts.
- Evangelist that ran enterprise sales cycles, built large sales pipeline & my efforts brought the firm to # 2 behind KlAS leader Teletracking. "KNOWN BY THE COMPANY WE KEEP"; Proud of new hospital clients that included UCLA, Banner health, The Cleveland Clinic, Hartford Hospital, Mass General, Brigham Woman's, Yale New Haven, Inova & Christiana Care.
- Our dashboards were developed to show a variety of real-time metrics such as bed capacity, bed cleaning turnaround time, patient transport times, delays for procedures and tests, ambulatory utilization and quality and safety indicators. The dashboards are visible on the command center screens and radically increase real-time operational transparency.
- Proven ROI for discharge & capacity management, patient flow/throughput, ED backup and census management.
- Tracked patients, beds, staff, key clinical employees & stakeholders. Automated equipment monitoring, Lab order and Results notifications, brought together key information from clinical, ADT, EVS, transport & location systems all in a single view.
- Closed in over 4 years a total of $18 million

Regional Sales | Impath Information Services | East Coast | 2003 – 2005

- Data Mining for early Identification of cancer events & conditions. Impath Information Services; ahead of its time for precision & personalized medicine.
- Began sales efforts for the information services business unit for an established leading second-read specialty oncology and pathology lab that offers best treatment options for diagnosed cancer, based on historical outcomes.
- Provided pathology and oncology software automation for hospital pathologists & oncologists on the East Coast.
- Marketed outcomes database of historical oncology data, cases, actual & predictive outcomes to aid in positive outcomes for cancer care.
- Pioneers of evidence-based medicine for more effective & targeted cancer treatment plans. Big-Pharma were users of our databases.
- Transformed proven methods with Diabetes & CHF to Cancer care & Oncology to further open up Disease management. Offered prognosis information to augment labs, level / stage & historical medical record data.
- IMPATH was in the business of improving outcomes for cancer patients. The Company was a leading source of cancer information and analyses with a database of over 1 million patient profiles and outcomes data on more than 2.3 million individuals. IMPATH Physician Services used sophisticated technologies to provide patient-specific cancer diagnostic and prognostic information to more than 8,700 pathologists and oncologists in over 2,100 hospitals and 630 oncology practices. The Company's software products were being utilized in hospitals, academic centers, independent laboratories & Big-Pharma across the country.

REFERENCES

A list of contacts is available upon request.