

RESUME CLIENT NAME, MBA, RN, CNN

~ SEEKING VALUABLE C-LEVEL EXECUTIVE LEADERSHIP ROLE ~

123 East Nowhere Road • No City, ST 54321 • (555) 888-1111 • theiremail@resumeg.com

Results-focused leader specializing in driving medical operations growth, building dynamic teams, creating strategic healthcare initiatives, providing world-class services, and cultivating a strong facility image eager to offer proven experience toward maximizing a highly ethical employer's business success.

Multi-Unit Management

Team Building / Training

Healthcare Administration

Strategic Analysis / Planning

Contract Negotiations

Revenue / Market Expansion

Facility Budget Control / Planning

Multimillion-Dollar P&L Management

De Nova Development

Best Practice Methodology

New Business Development

Organizational Change / Restructure

- Top performer who offers proven experience in large-scale healthcare operations optimization, including designing, developing, and implementing forward-thinking programs, policies, and processes to achieve continued facility growth.
- Integral leader who facilitates the delivery of responsible patient care for all ages based on industry and / or facility standards of practices, and spearheads corrective action plans to maximize care operations and boost healthcare success.
- Excellent communicator who builds solid relationships with hospital executives, healthcare teams, patients, and families.
- Out-of-the-box thinker who exhibits up-to-date knowledge of national care management trends and comprehensive statistics.

CAREER HIGHLIGHTS

- Grew physician practice 50% within the first 18 months for (Name of) Renal Group as Chief Operating Officer, including increasing from 12 to 18 physicians and improving market penetration by increasing practice locations from 12 to 26 sites via use of time shares with large-scale, multi-specialty groups, and primary care physician groups.
- Improved physician practice net income by more than 10x within the first 18 months while strategically managing profit / loss for annual gross revenues of \$32+ million and operations of 8 affiliated dialysis facilities and de nova development.
- Served as an Acquisitions Team Executive Lead as Executive Vice President for Liberty Dialysis, LLC, including ensuring all acquisitions were integrated into company and achieving lowest turnover rate of all divisions for last 2 years.
- Developed 12 de nova outpatient dialysis clinics with joint venture partners based in (location) (2007 – 2011), and further acquired 5 dialysis programs with 9 outpatient clinics and 860 patients in State, State, and State, including negotiating acute dialysis contracts with area hospitals.
- Successfully improved operational efficiency and profitability via development of numerous new tracking systems (e.g. medication utilization, staffing, billing, collections) as Vice President of Operations for (Name of) Specialty Group, and further decreased supply costs by establishing consistent multi-site purchasing practices and contracting with a GPO.
- Personally developed multi-state regional objectives for DaVita, Inc. that challenged team and developed professional skills.
- Positively impacted bottom line as the Director for the Renal Division of (Name of) Health System by \$615,000.
- Increased Medicare reimbursement for 22,000 dialysis treatments at hospital by submitting Exception Request to the HCFA.

PROFESSIONAL SYNOPSIS

NAME OF RENAL GROUP | NAME OF DIALYSIS GROUP – NORTH CITY, ST
(2013 – PRESENT)

Chief Operating Officer

- Utilize broad scope of industry knowledge toward directing forward-thinking operations for a large-scale physician practice while driving improvements via use of metrics (e.g. productivity, revenue enhancement, cancellation decreases).
- Liaise among managing partners to grow nephrology practice and patient base via dynamic and strategic planning efforts.

ABC RENAL, CITY, ST
(2012)

Senior Vice President

- Strategically steered operations of 40 high-volume dialysis facilities in the Western U.S. Region (Continental U.S., West of Mississippi, Hawaii), including coordinating efforts with joint venture physician partners and company to grow business.
- Contributed solid interpersonal relations skills toward proactively meeting with hospital executives and physicians to explore new joint venture opportunities while cost-effectively managing profit / loss and \$80+ million in gross revenue.

PROFESSIONAL SYNOPSIS (CONTINUED)

NAME OF DIALYSIS CO., LLC, DALLAS, TX
(2004 – 2012)

Executive Vice President

- Capitalized on the opportunity to direct all facets of clinical, administrative, and fiscal initiatives for dialysis facilities acquired or developed within the Northeast U.S., including handling profit / loss efforts for \$50+ million in gross revenue.
- Collaborated with physician partners, administrators, and nurse managers to ensure quality outcomes and financial goals were achieved, along with maintaining efficient and effective operations and developing multi-site facility “best practices.”

NEPHROLOGY NAME OF GROUP/CO, CITY, ST
(2003 – 2004)

Vice President of Operations

- Spearheaded responsible clinical and operational oversight for a multi-site “for profit” chain of dialysis centers within the Baltimore area, including developing systems for tracking medication utilization, clinic staffing, and collection controls.

NAME, INC. –CITY, ST
(2002 – 2003)

Regional Director

- Applied strong leadership talents toward directing 10 large-scale dialysis facilities based in State, State, and State, including developing regional budgets and ensuring facilities operated within established guidelines.
- Expertly identified and pursued growth opportunities within designated territories through de nova development, joint ventures, and acquisitions, as well as resourcefully guaranteeing all clinical indicators met or exceeded key quality standards.
- Coordinated efforts among facility administrators to boost management / operational skills, as well as team performance.

NAME 2NDNAME 3RDNAME HEALTH SYSTEMS, CITY, ST
(1999 – 2002)

Director

- Played a vital role in delivering high-quality clinical, operational, and fiscal responsibility for 7 outpatient dialysis facilities, an acute hemodialysis unit, and a home dialysis program, including developing strategic business plans for Nursing Home dialysis market and outpatient facility expansions, as well as efficiently using supplies and labor to reduce facility expenses.

EDUCATION & PROFESSIONAL DEVELOPMENT

Master of Business Administration

NAME UNIVERSITY

Bachelor of Science in Nursing

NAME UNIVERSITY

Bachelor of Arts in Chemistry

NAME UNIVERSITY

Certified Nephrology Nurse (CNN)

(Certified Through June 2016)

PROFESSIONAL AFFILIATIONS

Renal Physicians Association
American Nephrology Nurses Association
National Renal Administrators Association
Maryland Renal Administrators Association (Former President)

Excellent Professional References Provided Upon Request