

## Objective

Trusted advisor for healthcare payers and providers assisting them with the adoption of innovative solutions to help improve population health outcomes while reducing cost and significantly increasing revenue. These solutions facilitate efficient delivery of Health Risk Assessments and Preventive Services resulting in improved quality measures and accurate reporting of risk scores for physicians and health system executives.

## Skills

HTML, HTML 5, CSS, CSS3, JavaScript, Front-End Development, AngularJS, MongoDB, Express.js, Node.js, Software Development, Software Engineering.

## Work Experience

### Enterprise Sales Executive

**ABC Corporation** - November 2013 – March 2015

- Joined newly formed company and quickly became #1 salesman responsible for 70% of sales.
- Partnered with providers and payers including hospitals, physician groups, and commercial health plans in the adoption of Annual Wellness Visit (AWV) and risk adjustment models to help improve the health of their patient population and grow revenue.
- Grew provider network from 6 to 60 practices in less than 6 months.
- Negotiated the 3-year agreement worth \$1.5 million per year.
- Responsible for integrating Vativas Well365 technology with all major EHR systems (EPIC, Allscripts, GE Centricity, Aprima, et al) utilizing HL7 and clinical middleware.
- Implemented a 6-month Pilot Project that demonstrated a significant lift in risk scores for a potential \$11 million annual shared savings.
- Prospected and closed business for the solar industry, solar carports, and electric vehicle charging stations.

### Enterprise Sales Executive

**Delta Corporation** - 2010 – 2013

- Prospected and closed business for the solar industry, solar carports, and electric vehicle charging stations.
- Locating optimal areas where solar would yield the greatest ROI was key in identifying net-new opportunities.
- Duties included gathering business requirements through on-site interviews to design comprehensive custom demos.
- Persado software generates the most persuasive language for communications designed to drive action, eliminating the guesswork of copywriting.
- Persado uses math and science to discover the emotions most likely to drive a response from your customers.
- Drive Sales Development of Western Territory.
- Worked with global brands to drive digital response and engagement.

## Education

