Robert Smith

Healthcare Consultant III

CONTACT DETAILS

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PERSONAL STATEMENT

Accomplished, results-driven sales and marketing professional with over 25 years of experience in sales, customer service, outreach development, and, healthcare industry seeking a sales account executive or consulting position.

WORK EXPERIENCE

Healthcare Consultant III

ABC Corporation - 1991 – 1993

Responsibilities:

- Supported major healthcare projects by assessing client business needs and applying IT solutions.
- Acted as proposal manager for healthcare systems integration opportunities under HealthView concept to increase physician access to critical patient data within disparate systems.
- Established liaison with independent healthcare consultants to identify and support joint ventures.
- Developed effective competitive analysis for perinatal monitoring systems in home healthcare market resulting in corporate focus on technology solution development.
- Initiated and implemented consulting relationship program between Digital and healthcare consulting community to highlight Digitals expertise in Healthcare industry.
- Organized road show to present partnership of Digital, Cerner, and Emory University Healthcare Informatics to provide Healthcare System Integration solutions.
- Served as Resource Center representative to the Healthcare Business Unit and Resource Center capitalizing on industry knowledge and capabilities.

Healthcare Consultant

ABC Corporation - 1990 – 1991

Responsibilities:

- Cerner go-live Physician, Nursing and Ancillary Support.
- This role was physician support with orders and work lists within CPOE and Powernote.
- Physician support on Surgical Unit with OE and seing up their Favorites List.
- Nursing support with task lists, PAL and the MAR.
- Radiology support in all areas of radiology helping with orders and scheduling in Radnet, along with the Cancer Center working with printer and label maker problems as well as set up queries for administration.
- Covered the Respiratory Team on 3rd shift helping them set up their orders and their task list.
- Other areas covered Pastoral Care, Laboratory and Pediatrics.

SKILLS

Sales, Account Management, Business Development.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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Education

BA in English and Business - (Bowling Green State University - Bowling Green, OH)

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