

# JOHN SMITH

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## CHIEF EXECUTIVE OFFICER

ORGANIZATIONAL DIRECTION • SHORT & LONG-RANGE STRATEGY DEVELOPMENT • EXECUTIVE LEADERSHIP

*Propelling commercial growth and creating unprecedented returns for companies by maximizing employee performance and driving operational excellence*

Seasoned executive with 25+ years of experience advancing operational initiatives in the healthcare field for both Fortune 500 corporations and private equity-backed start-ups. Define and execute corporate vision and strategy with a continuous focus on growth-centric solutions to deliver bottom-line improvements and top-line performance. Expertise in driving process improvement, developing industry partnerships, and collaborating with key stakeholders to define short and long-range plans for achieving financial and operational success. Deep knowledge of the healthcare industry; recognized as industry expert and trusted advisor for business partners and investors. Operationally savvy leader with demonstrated background applying innovative ideas to drive growth, productivity, and profitability.

## AREAS OF EXPERTISE

Business Strategy ▪ M&A Evaluation & Integration ▪ Health Policy/Public Health Administration ▪ Strategic & Tactical Planning  
P&L Management ▪ Business Development ▪ Project Management ▪ Partnership Development ▪ Marketing Strategy  
Due Diligence ▪ Corporate Governance ▪ Regulatory Compliance ▪ Stakeholder Engagement ▪ Investor Relations

## SNAPSHOT OF CAREER HIGHLIGHTS

- ❖ **Testified before Congress as an industry expert**, advocating for legislative reform to help protect public health and drive enhanced safety standards for compounded medications.
- ❖ **Drove transaction of PT from a privately held, private equity backed company** to acquisition by Fortune 500 company.
- ❖ **As CEO of PT grew the business to be a prominent market leader** in the outsourced pharmacy services industry, providing products that were adopted as standard of care by over 3,000 health system customers.
- ❖ **Managed commercial transition of Bee Healthcare's therapy division** to a private, stand-alone business following its acquisition by a private equity firm.

## PROFESSIONAL EXPERIENCE

### PHARMTEAM (PT) | NEW YORK, NY | 2007 – PRESENT

#### CHIEF EXECUTIVE OFFICER (2015 – PRESENT)

Promoted to take over executive leadership of PT and ABC Health, which combined deliver \$1.3B in annual revenue. Establish strategic direction for the organizations, including delivering complete oversight of a 2,000-person workforce and full operating responsibility for finance, sales, marketing, operations, supply chain, quality, business development, and human resources. Lead operational strategy for establishing PT and ABC Health as leaders in the outsourced sterile injectable market with 70% share. Manage post-acquisition integration activities, identifying synergies and eliminating redundancies.

- **Drove top line revenue growth of 20%+ YoY** through strategic customer partnerships.
- **Led business through a regulatory remediation process** to ensure alignment with the evolving regulatory landscape.
  - ⇒ Migrated from a pharmacy operating model under USP compliance requirements to a manufacturing model with cGMP compliance requirements and oversight by FDA, DEA, and State Boards of Pharmacy.
- **Grew commercial footprint** from 300 health systems customers to 3,000+, establishing presence in saturated market.
- **Established continued growth and expansion** through initiatives to increase capacity, including facility expansions, laboratory build outs, and implementation of automation tools to streamline processes and improve quality.
- **Inourced manufacturing of various products to increase capacity** and expand portfolio of products, which drove increase in revenue of 30% in this product category.

**PRESIDENT - PT (2015 – 2017)**

Retained by ABC post acquisition to direct all aspects of operations for the \$700M PT business. Full P&L responsibility and oversight of a team of 1200 employees. Led business strategy to establish PT as the leader in the outsourced sterile injectable market with a share of 70%. Managed post acquisition integration activities, identifying synergies and eliminating redundancies.

- **Established PT as the market leader in the outsourced pharmacy services industry** through development of a highly specialized direct sales organization, strategic contracts with aggregated and influential customers, and preferred agreements with suppliers to drive cost advantage given our volume and growth.
- **Consistently drove YOY growth of 20% or more** and increased market share to over 70% of the outsourced industry.
- **Drove business development to identify new therapeutic areas or patient populations** that would benefit from compounded sterile preparations in order to maintain an innovative pipeline of new product development initiatives.
- **Partnered with device manufacturers to develop compounded drug formulations** that could be prepared in their delivery devices and co marketed.

**VICE PRESIDENT SALES AND NATIONAL ACCOUNTS (2007 – 2015)**

Brought on board to drive commercial growth for this private equity backed start-up in the US market. Oversaw a team of 85 in \$500M in sales, national account management and inside sales for the acute care, hospital market segment and ambulatory surgery center markets.

- **Captured double digit growth YoY**, catapulting annual revenue from \$58M to \$700M.
- **Restructured sales organization to align with growth drivers** and created generalist sales team to focus on the pharmacy and specialist sales teams with focus on the operating room and intensive care areas.
- **Designed sales compensation plans to drive growth and maximize profit** through targeted incentives focused on strategic products and customers.
- **Key contributor to the negotiation and success sale of PT to ABC in 2015.** Participated in several additional recapitalization transactions with PE firms as the company grew.

**ABC HEALTHCARE CORPORATION | NEW YORK, NY | 2000 – 2007****VICE PRESIDENT SALES, TRANSFUSION THERAPIES/FENWAL (2003 – 2007)****SENIOR DIRECTOR OF MARKETING, ACCESS SYSTEMS AND INFUSION SYSTEMS (2001 – 2003)**

Defined and executed sales, clinical education and sales training strategies for the North American commercial organization for ABC's \$270M US Transfusion Therapies division following FT's divestiture from ABC. Managed a team of 150 employees and led the seamless transition of business to a private, stand-alone business following its acquisition by a private equity firm. Restructured the sales organization within the new entity, including creating a new clinical consulting organization. Designed a total compensation program to drive sales.

- **Attained 107% of revenue goal in 2005 and 104% of revenue goal in 2004.**
- **Received distinguished recognition as one of New York Business "40 under 40" in 2005.**
- **Designed strategic marketing plan for 2 U.S. businesses, which delivered a combined \$600M in sales.** Managed a team of 23 marketing professionals in creation of franchise level strategic plans and marketing plans.
- **Launched 4 new product delivering \$285M in sales**, while simultaneously capturing double digit sales growth with existing products through innovative programs, campaigns, and collateral material design.

**EDUCATION**

**Master of Business Administration, Management** | College University, New York, NY

**Bachelor of Science, Business Administration** | College University, New York, NY