

Qualifications | C-Suite Roles in Tech-Enabled Social-Benefit Enterprises

- **C-Suite business strategist, program director, and content producer** with 30+ years of experience supporting innovators, entrepreneurs, and executives with disruptive innovations that (1) fund fast-growing, high-value enterprises; (2) enhance individual, organizational, and community performance, outcomes, and impacts; and (3) create a better functioning society.
- **Tech-savvy head of strategic initiatives**, skilled in improving corporate culture, competencies, brand equity, revenues, operating efficiencies, earnings growth, risk mitigation, competitiveness, scalability, salability, speed to favorable liquidity events, and investor metrics—generating financial windfalls for clients and producing vast socioeconomic gains for communities served.
- **High-stakes decision-maker, metrics-driven turnaround specialist, and trusted servant-leader** with an exceptional track record of saving individuals, initiatives, and institutions on the verge of failure (e.g., through high-speed talent development; heightened team-member accountability; and accelerated, tech-focused market, corporate, and product development).
- **Published author, public speaker, and corporate evangelist** with broad-based success engaging, educating, and empowering influential audiences with (1) public, private, and voluntary sector insights; (2) practical guidance on societal, organizational, transdisciplinary, cross-functional, and human implications and imperatives; and (3) useful print, digital, and audiovisual content.
- **Pragmatic visionary, futurist, and change agent** practiced in (1) evaluating unexpected successes and failures that have yet to have full impact; (2) securing footholds in convergence markets where the healthcare, education, and social-service sectors collide with disruptive events, technologies, and industries; and (3) scaling precedent-setting pilot programs to create new markets.

Career Highlights | Real-World Results | Healthcare, Education, and Social-Service Sectors

- **Grew 3 research, education, and consulting firms for 7-figure acquisitions within 2, 5, and 7 years** by targeting fast-growing markets, creating a defensible base of intellectual property, designing high-value solutions, joining the national lecture circuit, syndicating content, engaging world-class clients, and delivering superior results.
- **Secured \$7.5 million in investor funding within 18 months** and turned around a health information technology (HIT), knowledge management, and digital-content startup by intensifying strategic focus, streamlining operations, enhancing talent development, growing annuity-based revenue, and gaining federal approval for a nationwide demonstration program.
- **Enabled double-digit revenue and earnings growth in 17 of the Top 25 drug, biologics, and device companies worldwide** by rebalancing product portfolios; compiling real-world data (RWD) and real-world evidence (RWE) of value; and focusing market access, market messaging, and market engagement strategies on the key outcomes leaders among key opinion leaders (KOLs).
- **Increased MBA program enrollment by 9.7% within 6 months** by digitizing recruiting operations; targeting overlooked applicant pools; introducing pre-enrollment counseling; promoting new curricula and courses; emphasizing mission-centric career services; launching a faculty, staff, and student initiatives program; and creating outcomes-accountability.
- **Boosted a healthcare conference company's revenue by 35.7% in 8 months and earnings by 59.5% in 11 months** by improving event-planning systems, enhancing program content, attracting world-class speakers, launching a 7-figure consulting practice, overseeing CEO-level projects, building innovation engines, and designing scalable/salable operations.

Work Experience | Executive on Assignment | Transdisciplinary and Cross-Functional Skills

- **Managing Director** (C-Suite Advisor on Accelerated Market, Corporate, and Product Development) **01/2007 - Present**
Central IQ, Inc. | Value-Based Strategies - Irvine, CA, USA
 - Design and direct 5-figure to 7-figure projects involving cross-functional teams with 3 to 35+ members, on behalf of startups and Fortune 100 companies committed to breakthrough innovation, operational excellence, and industry leadership. Generate double- to triple-digit gains in market share, revenues, earnings, competitiveness, and valuations.
- **Interim President** (C-Suite Advisor on Corporate Turnarounds and Supply Chain Innovations) **01/2006 - 01/2007**
National Contracts, Inc. | IDN Summit & Expo - Tampa, FL, USA
 - Saved an at-risk company by running CxO-level focus groups, launching a new service line, and guiding clients' PMO leaders/teams. Gained a Fortune 26 company's buy-in on 4 of 5 recommended strategies, increasing their revenue by 21% and \$11 billion, earnings by 76% and \$200 million, and share price by 37% and \$14.75 in 18 months.

- **Interim CEO** (Turnaround Specialist and Corporate Evangelist on Health-Related Data Standards) **02/2002 - 01/2006**
Alternative Link, Inc. | ABC Coding Solutions - Albuquerque, NM, USA; Washington, DC, USA
 - Saved an at-risk venture by funding 3 of 7 initiatives and systematically abandoning the others. Developed internal talent to win investor confidence, a \$1.7 million Congressional earmark, and more than 1,000 clients. Testified before the U.S. Department of Health and Human Services. Lobbied on Capitol Hill. Grew share price > 21% in < 11 months.
- **Managing Partner** (C-Suite Advisor on Fast-Growth and Preemptive Market Leadership Strategies) **09/1997 - 02/2002**
Intelliworks, Inc. | Mission Accomplished - Irvine, CA, USA
 - Founded a consulting firm, secured 3 brand-name clients within 6 months, won 4 more 6-figure engagements within 12 months, on-boarded 3 partners within 3 years, and was acquired in a mid 7-figure deal in < 5 years. Served Amgen, Getinge/Castle, Manhattan Associates, Philips, Roche, WebMD, and other health industry pioneers.
- **Managing Director, Drucker MBA Program** (Repositioning Expert, Counselor, and Instructor) **08/1995 - 09/1997**
The Claremont Colleges | Claremont Graduate University | Drucker School of Management - Claremont, CA, USA
 - Overcame tumultuous market conditions in support of 5 interim deans. Differentiated the Drucker brand, targeted superior foreign and undergraduate students, grew FTE revenue >11% via Pre-MBA English and 4+1 programs, raised GMAT scores 6.9%, ran career workshops, dialed up job placement statistics, and improved Drucker MBA rankings.
- **VP of Business Development** (Corporate Director, National Speaker, and Trade Journal Columnist) **01/1990 - 08/1995**
Reimbursement Dynamics, Inc. | Health IQ - Orange, CA, USA; Washington, DC, USA
 - Increased revenue by 442% and earnings by 245% in < 21 months. Delivered strategic reimbursement planning, health economics, outcomes research, and comparative-effectiveness research services to Bayer, Bristol-Myers Squibb, Eli Lilly, GSK, Medtronic, Merck, and Pfizer. Grew a client to > \$200 million in < 5 years.
- **Crisis Manager** (C-Suite Advisor on Regulatory Affairs, Quality Engineering, and Rebranding) **01/1989 - 01/1990**
Baxter International | American Red Cross - Washington, DC, USA
 - Was hired to save >1 million lives and oversee a 9-figure recall of biological products contaminated by > 2,000 units of HIV+ and hepatitis+ blood. Redesigned business systems, validated new processes, and transformed quality across 47+ facilities. Rebuilt 2 global brands through regulatory engagement and public relations.
- **Crisis Manager and Compliance Strategist** (C-Suite Advisor and Quality Engineering Specialist) **11/1985 - 01/1989**
Smith+Nephew | Ioptex Research Inc. - Azusa, CA, USA
 - Joined company to oversee a major product recall and address a Food and Drug Administration deficiency letter (Form FDA 483). Reduced the number of federal audit discrepancies from more than 70 systems-related citations to 7 minor paperwork-related observations by the same strict inspector within 18 months.
- **Lead QA Specialist** (Process Engineer, Document Control Administrator, and Change Manager) **07/1982 - 11/1985**
Johnson & Johnson | Iolab Corporation - Claremont, CA, USA
 - Assisted senior managers, manufacturing engineers, and laboratory directors in validating, qualifying, and implementing 7 microbiological, 3 chemical, 2 physical, and 3 production test methods to support medical product development, manufacturing, and lot release across 5 products, 24+ components, and 5 departments.

Formal Education | Self-Development

- **MBA: Strategy, Leadership, and General Management; International Marketing.** Top-Ranked in Graduating Class.
 - Drucker School of Management; Claremont Graduate University; The Claremont Colleges - Claremont, CA
- **BSc: Management and Organizational Behavior.** CAPA Scholar. President's Honor Roll.
 - University of La Verne - La Verne, CA (Completed While Working on Real-World Projects and Advancing Within J&J)
- **BSc Programs: Pre-Medical Sciences, Art History, and Fine Art.** Alumni Scholar. Dean's Honors List.
 - Pomona College - Claremont, CA (Transferred With Honors to Enable Full-Time Employment With J&J)
 - University of California, Berkeley - Berkeley, CA (Transferred with Honors to a Top-Ranked Liberal Arts College)
- **Lifelong Learning:** Online Tutorials (e.g., 83+ LinkedIn Learning Courses), Meetups, and Broadcasting Academies.