

BUS DEV01

OBJECTIVE: Business Development and Strategic Planning in a Dynamic Healthcare Organization.

Experience

August 2007

November 2009

Deaconess Hospital, Cincinnati, Ohio

Director of Older Adult Mental Health Program, PHP/IOP, Outpt. Psychiatric Practice, Extend Care, Community Outreach and Case Management.

Achievements; Strategic Planning for Older Adults patients both in hospital and plans for growth of the ExtendCare product. Have maintained budgeted levels for inpatient program. Marketing for increase referrals into New Perspectives the Partial Hospital Program where we have grown 50% in this program. Bringing on new Physician liaison position to grow overall Physician referrals to hospital in 2009. ExtendCare model changed to physician and nurse practitioner model along with implementation of an electronic medical record for the nursing home business.

December 2003

July 2007

TriHealth Corporate Health Services Cincinnati, Ohio

Director of Operations in charge of over 50 cost centers and 300+ Employees with revenues of 25 million. Concern EAP ™, Occupational Medicine Centers, Occupational Medicine RNs in contracted companies, Preventive Health Systems – Wellness Programs, Corporate Fitness Centers, Employee Health and Workers Comp for TriHealth's 8,000 employees, Case Management of all leaves medical and FMLA, TriHealth Fitness and Health Pavilion, and Integrative Health and Medicine. **Achievements;** new Butler County Occupational Health Center, Growth in visits to Employee Health and healthcare workers taking part in flu vacs, added disability case management to employee health and able to market this to local employers through cost savings.

June 1997-

November 2003

Middletown Regional Health System, Middletown, Ohio

Executive Director, of the following; Behavioral Health Services at Middletown Regional Hospital, and Partnership EAP Inc.

Behavioral Health Services includes inpatient, partial hospital, observation for Adult and inpatient, partial hospital, observation for adolescent. Partnership EAP employee assistance program that contracts directly with employers to do short term brief Therapy to local and distant employers. Reported to the President, CEO of Middletown Regional Health System. **Achievement;** a turnaround in the Partnership EAP was able to take it from a negative bottom line to a positive within a year and a half.

July 1996-

June 1997

Paragon Health System Cincinnati, Ohio

Manager, Case Management

In charge of case management services for all Anthem Blue Cross and Blue Shield products in Cincinnati, Prudential HMO, FHP HMO. Manage several types of case management including telephonic, on-site at large local hospitals, and Anthem Senior Advantage Product. **Achievement;** the nurse case managers seeing the value in obtaining certification and all staff became CCMs.

January 1993-

June 1996

Middletown Regional Hospital Middletown, Ohio

Director of Case Management Services

Community Based Case Management Services for entire hospital and community. **Achievement;** Planned and Implemented a Community Based Case

Management Model that won a NOVA award.

JCAHO Coordinator for Patient Care Services

In charge of getting Patient Care Services ready not only to pass JCAHO but also to get a commendation. **Achievement;** Commendation status

Director of Behavioral Health Services

Direct responsibility of Adult and Adolescent Mental Health Units including; inpatient, partial hospital, outpatient services. In charge of Strategic Planning, Marketing, Budget, Personnel, Policies, UR (utilization review), TQI (Total Quality Improvement), and Managed Care Contracting. Reporting to the COO and then the Vice President of Patient Care Services. **Achievements;** Improvement of bottom line through cross training of staff and marketing to managed care companies and aggressive contracting.

1990-
1992

The Christ Hospital Cincinnati, Ohio

Assistant Director of Behavioral Medicine

In charge of The Alcohol & Drug Center, The Eating Disorders Unit, Adult Psychiatry, Geri-Psych Unit, and Psychiatric Intensive Care Unit. This included several levels of patient care; inpatient (90 beds), partial hospital, outpatient. With 105 FTE's and four Unit Directors and one Clinical Manager. Direct responsibility over budget, staffing, quality assurance, policy development, strategic planning for Behavioral Medicine. Closely worked with the manager of managed care contracting. Reporting to Vice President of Nursing. **Achievements;** Restructuring of the Alcohol Drug Unit to meet the future of managed care, Started the first Partial Hospital Program in Cincinnati and invited Managed Care Medical Directors in to see and present the saving and better patient care outcomes.

1984-
1990

The Christ Hospital

Head Nurse of The Eating Disorders Unit, set up unit in June 1984. Was in charge of initial start up, including hiring and training of staff. In charge of budget, 24 hour staffing, QA, inservices, and overall policy development, for a multidisciplinary team of professionals.

1981-
1984

The Christ Hospital

Instructor, Staff Development; in charge of education and training of all levels of nursing personnel.

1977-
1981

The Christ Hospital

Staff Nurse on a surgical unit, took charge position often.

1976-
1977

The Christ Hospital

Nurse Aide and Unit Manager, floated through out the house.

Education

December 1989

Northern Kentucky University
Masters in Business Administration.

May 1981

Thomas More College
Bachelor of Elective Studies.

December 1977

The Christ Hospital School of Nursing
Received basic nursing education.

Professional Certifications

CCM Certified Case Manager by The Center For Case Management
CPHQ Certified Professional in Health Care Quality by Healthcare Quality Certification Board
CMAC Case Manager Administrator Certified by The Center For Case Management

Memberships

CMSA – Case Management Society of America
APNA - American Psychiatric Nurses Association
NAHQ – National Association for Healthcare Quality
OAHQ – Ohio Association for Healthcare Quality

References

On request