

2008

Vice President, Development and Public Relations

- Liaison to Board of Directors and Lead for Development and Nominating Committees
- Active involvement in agency-wide Strategic Planning with President and Board
- Oversee budget for Development, Public Relations, Chaplaincy and Volunteer Services
- Primary lead on Board Development – increased Board by 13 new members in 2 years
- Legislative Liaison, working with state and federal representatives to achieve agency financial support and support for advocacy positions
- Involved in contract negotiations with vendor organizations
- Responsible to raise \$2.0MM+ annually in public funds to support agency initiatives
- Manage agency's relationships with individual donors, corporations, foundations and other cooperating organizations
- Coordinate, manage and drive fundraising for capital projects
- Conduct Major Gift solicitation
- Oversee all stewardship activities
- Conduct all Marketing and Public Relations efforts for agency
- Key role in image building and branding for the organization
- Responsible for website development and ongoing upgrades
- Developed Chaplain Program and manage entire program
- Provide strategic direction and management to Volunteer Program
- Responsible for all foster care parent and volunteer recruiting
- Administer scholarship program for current and past Allendale clients
- Instrumental in developing the Retail Sales Program and overseeing its successful implementation and integration into the Vocational Education Program

1995 -
1999

Allegiance Healthcare Corporation

Waukegan, IL

VP Marketing

- Manage \$1.2 billion distributed business – medical and surgical products
- Accountable for managing the P&L and balance sheet of the business
- Accountable for operational expense budget in excess of \$2.5 million
- Lead effort to develop and implement strategic plans
- Interface with Operations and Field Sales
- Delivered consistent achievement of profitability plan
- Responsibilities included: Business Development, Product Marketing, System Support, Concept Marketing, Supplier Contract Negotiations and Supplier Relationships
- Responsible for product segment marketing and overall profitability
- Development of industry leading distribution strategy

1993
1995

Baxter Healthcare Inc., Hospital Supply / SP Division

Waukegan, IL

Director, Marketing

- Manage \$900 million distribution business
- Accountable to improve the total P&L and balance sheet of the business
- Develop and deploy new organizational structure
- Increase profitability of business
- Negotiate and maintain Supplier relationships
- Strategically direct the implementation of Market Segment strategies
- Implement the integration of \$400 million plus in new supplier relationships
- Implement a profitability measure (ROMC) for each product line

- 1991 *Baxter Healthcare Inc., Scientific Products Division* Minneapolis, MN
 1993 Region Manager
- Responsible for \$30MM sales region with a portfolio of 72,000 products
 - Manage region of 12 – 1 Sales Manager, 11 Sales Representatives
 - Developed and implemented regional sales and marketing strategies
 - Responsible for employee hiring and development
 - Revived a struggling sales region into a top sales performer nationally
 - Rising Star award winner
- 1989 *Baxter Healthcare Inc., Scientific Products Division* Milwaukee, WI
 1991 Sales Manager
- Responsible for \$17MM sales region with a portfolio of 72,000 products
 - Managed 8 Sales Representatives
 - Implemented sales structure changes
 - Sales Manager of the Year – Midwest Area – 1991
 - Sales Region ranked 3rd of 50 nationally, revived from previous underperformance
- 1988 *Baxter Healthcare Inc., Pandex Division* Mundelein, IL
 1989 Marketing Manager
- Global marketing responsibilities for infectious disease blood screening tests
 - Managed regulatory process
 - Responsible for global marketing training
 - Overachieved sales and gross profit goals
- 1985 *Electro-Nucleonics, Inc.* Bethesda, MD
 1988 Product Manager (Asst. Product Manager, Research Assistant)
- Managed worldwide marketing for infectious disease product lines
 - Responsible for product line sales of \$8MM per year
 - Responsible for developing and managing OEM relationship
- 1981 *Georgetown University Medical School* Washington, DC
 1985 Research Assistant – Immunology (published)

Education:

- 2006 North Park University – Graduate Certificate in Nonprofit Management
 Chicago, IL
- 1986 University of Maryland – Masters in Business Administration
 College Park, MD
- 1981 Marquette University – Bachelor of Science, Biology
 Milwaukee, WI

Professional Memberships / Community Activities:

- Board of Directors, Coordinated Care Alliance, 2012 to present, Chair from 2013 to 2015
- Active Parishioner at St. Mary of the Annunciation since 2005 (Lector, member of Finance Council, Parish Transformation Steering Committee)
- Board of Directors, Countryside Association, 2006 to 2009
- Fundraising Committee, Busy Brains Children’s Museum, 2006 to 2009
- Kiwanis Club of Lake Villa/Lindenhurst – Treasurer, Vice President, 2002 to 2008
- Board of Directors, Big Brothers Big Sisters of Lake County, 1998 to 2011

- Board of Directors, Health Industry Distributors Association (HIDA), 1996 to 1998
- Director and Chairman, Hospital Market Group, HIDA, 1994 to 1998
- United Way Day of Caring Volunteer