

KAMARI GREEN

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CORE COMPETENCIES

Strategic Planning, Business Development, Marketing, Culture Transformation, Leadership, Sales, Training & Development, Employee Engagement

EXPERIENCE

Sept 2018-Present **Business Development Manager, Advocate Aurora Health**

- Responsible for meeting revenue goals of 5 service lines by collaborating with operations and finance colleagues to develop business plans and growth plan initiatives while regularly presenting progress to executive leadership teams
- Identified new services and program opportunities to increase revenue and market share for the hospital and health system (ie. Women's Health, Urology and Transgender Surgery)
- Working to increase volume at an underperforming clinic in conjunction with several community groups by hosting public and private events and developing outreach strategies for each physician on site

Jan-Sept 2018 **Strategic Planning Consultant, Froedtert Health**

- Presented results of ethnographic research as part of the Diversity & Inclusion Customer Insight Initiative to executive sponsor team, which included key findings and recommendations to improve patient satisfaction
- Directed 40+ interviews with senior leaders, patients and physicians for several system wide strategic plans (ie. Neurosciences, Trauma and Acute Care Surgery) to better capture *Voice of the Customer* as part of new system wide priority
- Conducted in depth market research, analyzed findings and led focus groups to better understand how to improve the patient experience for specific patient populations

2016- 2017 **Culture Transformation Manager, University of Cincinnati Health**

- Directed system-wide culture transformation launch that trained 900 leaders and 9,000 associates in 6 months focused on improving the patient and employee experience
- Led project teams utilizing lean methodology to address complex operational problems
- Directed off site quarterly leadership retreats with nearly 600 leaders resulting in 60% increase in attendance over FY17
- Trained and coached 100+ internal facilitators (change agents) which allowed the transformation effort to have greater reach across all 3 campuses
- Taught over 60 culture transformation sessions for 700 associates including senior executives and physicians, which helped unify staff at all levels around new company mission, vision and values

2013-2016 **Senior Physician Liaison, University of Cincinnati Health**

- Promoted new physicians and procedures including a new device for Acid Reflux that generated nearly \$70,000 in revenue from referring providers
- Served as a strategic consultant to new and existing physicians to help build their brand within the organization and in the community
- Brought significant profit to University of Cincinnati Medical Center and West Chester Hospital through external outreach efforts including \$200,000 from community Gastroenterology office
- Directed numerous events including the launch of 4 new ambulatory sites bringing primary care and specialty services to new patients in new markets

2011-2013 **Hospital Account Specialist, Pfizer Inc.**

- Accomplished 600% product growth over 2011 in rare disease market
- Organized large scale events with key opinion leaders for the local provider community
- Achieved 43% growth at key account, University of Maryland Hospital
- Selected by senior management as Regional Performance Fund Recipient for leadership and performance

2006-2011 **Professional Healthcare Representative, Pfizer Inc.**

- Exceeded annual sales goal, obtaining 122% of quota
- Awarded the National Salesperson Achievement Award
- Selected by district manager as Regional Performance Fund recipient
- Designed business plan that increased call frequency resulting in 100% sales attainment of total product portfolio

EDUCATION

2008-2010 Masters of Business Administration, *George Washington University, Washington, DC*
 2001-2005 Bachelor of Business Administration, Magna Cum Laude, *Howard University, Washington, DC*

OTHER INTERESTS

Moms Mental Health Initiative-Board Member, Toastmasters-Competent Communicator