

Owen Hunt

Rajnaga Metro Area | (719) 128-5252 | owen.hunt@gmail.com

SENIOR HEALTHCARE TECHNOLOGY EXECUTIVE

SALES | BUSINESS DEVELOPMENT | MARKET STRATEGY | CHANNEL DEVELOPMENT | DATA SECURITY | COMPLIANCE | P&L

Creative senior business leader who delivers enterprise healthcare IT solutions that improve care delivery and patient outcomes | Reputation as a healthcare expert, market strategist, technology evangelist, revenue creator, and business transformation leader | Build and lead top performing organizations, teams, and individual contributors focused on driving revenue growth, performance improvement, and customer satisfaction | Accomplished public speaker and C-suite relationship builder.

Areas of Expertise

Corporate Strategy, Business Development, Mobile Healthcare Security, HIE/ACO Sustainment Strategies
Healthcare Business Intelligence, Predictive Analytic Solutions, Clinical System Integration, Messaging
Strategic Marketing, Product Development, Business Analysis, Strategic Planning, Contract Negotiation
IT Outsourcing, Technology Evaluation, Staff Development, Training, Budgets, Cost Control

Experience

GLOBEX CORPORATION, ATLANTA, GA (2016 – PRESENT)

A leading provider of actuarial and consulting services for provider and payer organizations

National Director, Sales and Business Development

Oversee strategy, opportunity pipeline, and sales for Globex Corporation PRM Analytics platform | Partner with 35 healthcare, government, and nonprofit organizations to deliver population health solutions and strategies and drive value-based care initiatives | Build and grow strategic partnerships, develop distribution channels, design go-to-market initiatives, and manage actuarial risk relating to patient outcomes.

- Defined and executed PRM platform sales and marketing strategy.
- Developed channel partnership strategy for joint go-to-market sales efforts.

SOYLENT CORPORATION, ATLANTA, GA (2013 – 2016)

Industry leading provider of regulatory-compliant enterprise workflow solutions to healthcare organizations

Business Development Director, Healthcare Emerging Technologies

Recruited to grow healthcare emerging technology sales by developing strategic partnerships, revamping the sales organization, and delivering healthcare-specific customer solutions | Spearheaded sales strategy and channel development, defined market and business development strategies, established organizational vision, and directed employee training | Led up to 30 personnel | Reported directly to CEO | Provided healthcare strategies and thought leadership as HIMSS / CHIME Executive Representative.

- Built healthcare solutions organization from the ground up | Created and staffed Sales, Solution Architecture, Healthcare implementation organizations.
- Transitioned horizontal technical products into healthcare vertical solutions | Exceeded sales quotas 8 consecutive quarters.
- Grew partner channel and mobile clinical solutions sales 6-fold (from <\$1M to \$6M annual) and elevated total direct sales from \$7M to \$22M annual.

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- Delivered secure, compliant solutions that enabled healthcare providers to be more mobile and operationally efficient.

UMBRELLA SPACE CORPORATION, ATLANTA, GA (2005 – 2013)

Senior Vice President, Healthcare Emerging Technologies, 2010 – 2013

Promoted to drive revenue growth for US CORP Healthcare Emerging Solutions Sales organization | Recruited and directed healthcare solution architect team, developed organizational structure, defined cross-selling opportunities and partnerships, served as strategic lead/SME for mobile cloud solution implementations, and provided market insight and strategy support for AT&T's ForHealth solutions portfolio.

Directed 30 staff across 3 divisions (Sales, Solution Architects, and Delivery and Implementation) |

- Built, staffed, and led healthcare technology sales organization | Evolved business concept into viable, credible and profitable new business.
- Reignited stagnant healthcare sales, driving 350% sales growth from 2010 to 2013.

Vehement Capital Partners, 2008 – 2010

Directed all healthcare provider and technology accounts across 6-state Southeastern US region | Oversaw account management, new business development, sales plan development, marketing, customer service, and strategic planning | Introduced consultative approach to selling traditional network services, customer mobile applications and complex applications | Led up to 72 sales staff | \$300M P&L.

- Turned around Sales organization, brought in new talent, and grew revenue 17% in 2 years.
- Transformed lowest production region into AT&T's top healthcare sales organization (#1 of 6) | #2 region in YoY growth in 2009 and 2010.
- Diamond Club award winner in 2009.

Director, Navy and Initech Corps Government Solutions, 2007 – 2008

Client Business Manager, ToG Professional Services, 2005 – 2007

Previous Experience

Outsourcing Solutions Consultant | Technology Strategist, ACME (ACS), Dallas, TX

Executive Negotiator, Star Trek, New York, NY

Strategic Pricing Manager, Hooli, New York, NY

(Grew international service revenue to \$200M in 2 years)

Data Networking Sales Executive, Hooli, New York, NY

(Achieved 800% of quota in 1997 | 400% of quota in 1998)

Equity Trader, International Index, Massive Dynamic, New York, NY

Financial Management, Talent Marketing, Spiderwasp, New York, NY

Education

Bachelor of Science (BS) | Economics & Finance

Hill Valley College, Ithaca, NY

Post Graduate Studies, Executive Education Series (Leading Change)
Pennbrook University, Austin, TX

SAMPLE