
Summary of Qualifications

- Experience leading cross-functional teams to deliver new products and solutions.
- Performed product evaluations, usability research, and competitive analysis.
- 16 years of consulting, project management, and program management experience with large enterprises and startups.
- Broad analytical background including financial analysis and budgeting experience – prepared \$13M annual operating budget and \$80M annual capital budget.
- Strong communication skills including ability to build relationships, assess individual's skill sets, and build a cohesive team.
- Development experience ensures ability to work effectively with technical teams.

Professional Experience

McKesson Corp, San Francisco, CA

2001 - present

Pharma Business and Technology Solutions (BTS)

Solutions Business Manager (2006-present), **Program Manager** (2003-2006),
McKesson Managed Inventory (2002 – 2003), **Project Manager** (2001 – 2002)

McKesson U.S. Pharma is an \$83B business unit of McKesson Corp. Pharma BTS delivers solutions that support all business units of the McKesson Corp.

Analytical and Financial Management

- Prepared annual capital and expense budgets for the Solutions department of the newly formed Business and Technology Solutions group, consisting of 7 senior leaders, 18 cost centers, \$13M annual operating budget, \$80M annual capital budget, and 225 employees and contractors.
- Developed processes and tools to create, update, and track project-level financial forecasts for 7 projects with a peak level of 100 resources and \$1.5M per month capital expenses.
- Integrated project-level forecasts to obtain program-level financial forecasts used to identify problems, recommend corrective actions, and inform senior leaders.

Project and Product Management

- Recommended and implemented program and project management best practices and procedures for the Project Management Office (PMO) of a multi-release SAP implementation for McKesson Pharmaceutical; 4+ years, \$150M project.
- Member of 8-person cross-company team to perform a product evaluation of Portfolio Management software solutions. Created requirements, evaluated products, and recommended a solution for McKesson Corp, resulting in the selection of PlanView, a project portfolio management product with a contract for 500 users.
- Led cross-functional team (Marketing, IT Development, Sales) to design a new Vendor Managed Inventory product and service offering for McKesson Pharmaceutical.
- Partnered with McKesson marketing team to prepare and present presentations on our proposed Vendor Managed Inventory product to key National Accounts customers.
- Prepared monthly executive level presentations and summary reports for Operating Committee.
- Designed, developed and executed a process for monthly Scorecard reporting which reduced monthly production effort by more than 50%.
- Presented proposal and received approval for the development of a web-based application to gather the monthly metrics for the Operations & Technology Plan Business Initiatives. Defined business requirements, designed solution, and managed the development of the application – resulted in zero defects after launch.

Scient, San Francisco, CA**1999 – 2001****Project Manager (1999-2001), Business Analyst (1999)**

Scient was a professional services firm providing eBusiness strategy and system integration services to startup and enterprise clients. Scient grew organically to over 2000 colleagues and grew quarterly revenue from \$9M to \$102M.

- Managed the strategy and design phases of a consumer-focused home portal to expand Wells Fargo Bank's existing home equity and mortgage offerings.
 - Managed a cross-functional team of 13 (system architects, visual designers, content strategists, creative director, business analysts, and strategists) that generated ~ \$3.5M in revenue over 7 months.
 - Strategy was developed through market research and interviews of key executives.
 - Designed and evaluated usability studies to test website designs.
- Collaborated with Hewitt Associates, a global management consulting firm, on the ideation of new online/internet businesses.
 - Resulted in Sageo, an online business created to provide quality healthcare/welfare coverage to employees and retirees.
 - Focused on industry research, competitive analysis, and secondary market research.
 - Managed a team of 10 colleagues to support and maintain the website for Sageo.
 - Designed and implemented a structured process for the weekly refresh of the Sageo website, resulting in a 50% reduction in outstanding issues over an 8-week period, increased client and team buy-in, and improved communication with the team and client.

Plural, Inc., San Francisco, CA**1998 – 1999****Sr. Project Manager**

Plural, acquired by Dell in 2002, was a 280 person professional services firm that developed custom applications for Fortune 1000 companies using Microsoft technology (Microsoft Solution Provider Partner).

- Coordinated the project management responsibilities for the San Francisco office. Partnered with account executives and technical leads to prepare and present project proposals.
- Performed day-to-day management of multiple projects and managed key client relationships (3-4 concurrent projects, 10-12 team members).
- Served as a champion of Plural's development methodology, known as the Solutions Development Framework.

American Management Systems, Inc., Fairfax, VA**1991 – 1998****Principal, Healthcare Systems and Technology Group**

- Project and engagement manager for implementations of RecordLink and AccountLink products, document management and workflow systems for large hospital networks.

Publications

"Keep project risks to a minimum," *Enterprise Development* magazine, March 1999.
 "Hedge your bets with a solid kickoff," *Enterprise Development* magazine, May 1999.

Education**Haas School of Business, University of California, Berkeley, CA**

MBA, General Management , 2006

Columbia Business School, Columbia University, New York, NY

MBA, General Management , 2006

James Madison University, Harrisonburg, VA

B.S. (Magna Cum Laude) in Physics, Minor in Mathematics, 1991

Project Management Institute (PMI) PMP certified