

SENIOR EXECUTIVE PROFILE**CEO / President / Vice President, Technology**

Results-driven leadership career as a Senior Executive of successful start-up and high-growth companies. Combine strong strategic, business, and sales skills with an extensive track record of multi-million dollar revenue and profit growth. Energetic, dynamic, and innovative, possess a reputation for expertise in defining corporate vision and strategy, translating objectives into actionable plans, and providing take-charge and adaptive leadership in challenging circumstances.

Core qualifications include:

- P & L, Sales & Marketing Management
- Cross-Cultural Communication
- Corporate Leadership & Operations
- Complex Negotiations & Mergers
- Global Account Sales
- International Operations & Outsourcing

PROFESSIONAL EXPERIENCE**WORLDWIDE TECH**, Issaquah, WA

2008 – Feb. 2010

A leader in global software product developing; following acquisition of Sentry, the largest outsource firm in Yugoslavia.

Area Vice President of Sales

Managed and coordinated sales activities for the Northwest sales territory, and facilitated the transfer of operational responsibilities with new management. Traveled to India and Yugoslavia to advance the integration of the healthcare division within the wider organization.

- Maintained long-term relationships with major clients in territory (WA, OR, Vancouver, BC).
- Participated in the development of marketing programs to retain and expand customer base.

SENTRY SOFTWARE, LLC, Bellevue, WA

1994 – 2008

Founded as a privately held software development service provider, now a healthcare division of GlobalLogic.

President & CEO, Co-Founder

Co-founded and led software development firm from inception to \$10 million in revenues in 2008, and grew employees from 10 to nearly 500 upon company's sale. Oversaw international sales and marketing activities of medical informatics and embedded development services and managed team of salespeople. Developed marketing strategic plans and created marketing collateral. Liaised with major customers and held responsibility for overall success of projects. Responsible for P&L and company operations including negotiation of leases, preparation of financial reports, and human resources. Frequently traveled to Yugoslavia to lead local site operations.

- Achieved profitability in 13 out of 14 years of operations, and regular year-over-year growth through an emphasis on expanding base of customers and retaining long-term contracts.
- Acquired contracts with major companies including FibLabs (manufacturer of medical devices), Physio-Med, and Acquile Ltd., Europe's largest wholesaler of storage solutions.
- Noted multiple times as one of the fastest growing regional companies by the *Puget Sound Business Journal*, and twice made Ernst & Young's list fastest growing technology companies.

QUATRA LIMITED, Seattle, WA

1992 – 1994

An international apparel import/export company with locations in Japan, China and USA.

Vice President/MIS Director

Directed all Information Technology functions with a focus on the implementation of strong operational, financial and information controls. Designed, developed and implemented international import-export systems to enhance automation. Prepared, monitored and enforced company budgets.

- Started a successful Joint Venture company in Paris, France.
- Implemented electronic information flow initiative connecting all company locations.

TOTAL PHARMACEUTICAL CARE, INC., San Jose, CA

1990 – 1992

A home health care service provider with 31 branch offices and 390 employees.

Oversaw all aspects of Information Technology for a privately held firm including corporate offices and 28 remote branches. Directed the development of custom applications and supported existing systems including bar coding, online QA system, and forecasting system for general managers.

- Standardized hardware and software assets throughout the company to realize cost savings.
- Ensured compliance with rigorous reporting requirements during the company's successful initial public offering.
- Implemented and coordinated software development user committee.

ANAHEIM MEMORIAL HOSPITAL, Modesto, CA

1989 – 1990

A health care facility with approximately 200 beds and 1,200 employees.

Manager, Systems Development

Managed systems development for all hospital IT functions including patient records and admitting. Oversaw major HIS installation using Gerber Alley requiring 1.5 years to overhaul systems and train users on new technologies. Developed user training programs throughout hospital and implemented their implementation. Supervised staff of 5 programmers and 2 customer support representatives.

RAMSES HEALTHCARE SYSTEMS INC., Sacramento, CA

1985 – 1988

A provider of Information Systems consulting services to hospitals.

Programmer/Analyst

Developed applications for Patient Accounting and Billing Systems using COBOL and other technologies. Designed and coded custom interfaces for patient accounts and billing systems. Provided a high level of training and support to end-users and educated users on system.

EDUCATION & PROFESSIONAL DEVELOPMENT

DIPLOMA IN COMPUTER PROGRAMMING

Manhattan Institute of Technology, New York, NY

MASTERS DEGREE IN BUSINESS MANAGEMENT AND COMPUTER SCIENCE

College of Economy and Finance, Moscow, Russia

Languages — Bilingual in English and Russian. *Professional Associations* — Member, Washington Healthcare Industry Association (WHCIA), 13 years. Northwest CEO Roundtable.