

JOHN SMITH

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CHIEF EXECUTIVE OFFICER

ORGANIZATIONAL DIRECTION • SHORT & LONG-RANGE STRATEGY DEVELOPMENT • EXECUTIVE LEADERSHIP

Propelling commercial growth and creating unprecedented returns for companies by maximizing employee performance and driving operational excellence

Seasoned executive with 25+ years of experience advancing operational initiatives in the healthcare field for both Fortune 500 corporations and private equity-backed start-ups. Define and execute corporate vision and strategy with a continuous focus on growth-centric solutions to deliver bottom-line improvements and top-line performance. Expertise in driving process improvement, developing industry partnerships, and collaborating with key stakeholders to define short and long-range plans for achieving financial and operational success. Deep knowledge of the healthcare industry; recognized as industry expert and trusted advisor for business partners and investors. Operationally savvy leader with demonstrated background applying innovative ideas to drive growth, productivity, and profitability.

AREAS OF EXPERTISE

Business Strategy ▪ M&A Evaluation & Integration ▪ Health Policy/Public Health Administration ▪ Strategic & Tactical Planning
P&L Management ▪ Business Development ▪ Project Management ▪ Partnership Development ▪ Marketing Strategy
Due Diligence ▪ Corporate Governance ▪ Regulatory Compliance ▪ Stakeholder Engagement ▪ Investor Relations

SNAPSHOT OF CAREER HIGHLIGHTS

- ❖ **Testified before Congress as an industry expert**, advocating for legislative reform to help protect public health and drive enhanced safety standards for compounded medications.
- ❖ **Drove transaction of PT from a privately held, private equity backed company** to acquisition by Fortune 500 company.
- ❖ **As CEO of PT grew the business to be a prominent market leader** in the outsourced pharmacy services industry, providing products that were adopted as standard of care by over 3,000 health system customers.
- ❖ **Managed commercial transition of Bee Healthcare's therapy division** to a private, stand-alone business following its acquisition by a private equity firm.

PROFESSIONAL EXPERIENCE

PHARMTEAM (PT) | NEW YORK, NY | 2007 – PRESENT

CHIEF EXECUTIVE OFFICER (2015 – PRESENT)

Promoted to take over executive leadership of PT and ABC Health, which combined deliver \$1.3B in annual revenue. Establish strategic direction for the organizations, including delivering complete oversight of a 2,000-person workforce and full operating responsibility for finance, sales, marketing, operations, supply chain, quality, business development, and human resources. Lead operational strategy for establishing PT and ABC Health as leaders in the outsourced sterile injectable market with 70% share. Manage post-acquisition integration activities, identifying synergies and eliminating redundancies.

- **Drove top line revenue growth of 20%+ YoY** through strategic customer partnerships.
- **Led business through a regulatory remediation process** to ensure alignment with the evolving regulatory landscape.
 - ⇒ Migrated from a pharmacy operating model under USP compliance requirements to a manufacturing model with cGMP compliance requirements and oversight by FDA, DEA, and State Boards of Pharmacy.
- **Grew commercial footprint** from 300 health systems customers to 3,000+, establishing presence in saturated market.
- **Established continued growth and expansion** through initiatives to increase capacity, including facility expansions, laboratory build outs, and implementation of automation tools to streamline processes and improve quality.
- **Inourced manufacturing of various products to increase capacity** and expand portfolio of products, which drove increase in revenue of 30% in this product category.