

Samuel A. Washington

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Accomplished Senior Executive

Business Start-Ups / Corporate Turnarounds / Mergers & Acquisitions

Chief Executive Officer providing 19 years of experience with Fortune 500 organizations, primarily in the healthcare industry. Career includes impressive results starting up and directing several new business units that grew to \$435 million, turning around struggling multi-million dollar organizations, and participating in countless Merger & Acquisition transactions spanning from due diligence to negotiating terms to integrating teams, technology, and products. Traveled internationally to more than 25 countries across Asia, Europe, Latin and South America. Speak fluent Spanish and French.

Common threads throughout career include start-ups and turnaround initiatives, new business development, new product launches, global strategic alliances and partnerships, and international business. Professional expertise:

Organizational Restructuring	Shareholder Value Gains	Strategic Planning and Analysis
Merger & Acquisition Deals	Revenue Enhancements	New Product Launches
International Strategic Alliances	Change Management	Strategic Leadership
Corporate Buy/Sell	Talent Acquisition	Corporate Vision

Career Milestones

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| Turnaround & Revenue Successes | <ul style="list-style-type: none">• Led a turnaround initiative for a German business unit that had failed to deliver profit in five years. Took series of operational actions that produced \$11 million in revenue in 12 months.• Challenged to start-up new offices in Italy and England and hired over 150 top-tier staff members in a short time period. Led team that produced over \$22 million in the first 14 months of operations.• Presided over turnaround initiative for a French organization following sudden termination of CEO. Improved credibility among Fortune 500 customer base, preserved 100% of upper management team, and restored profitability levels that had been floundering. Turnaround shifted business from a loss of \$2.2 million to per year to impressive \$5.75 million in profit.• Formed a strategic alliance with countless healthcare providers in Latin America and Europe that triggered over \$7.8 million in two years. |
| New Business Development | <ul style="list-style-type: none">• Led team that built new technology architecture related to customer service management. Efforts were highly successful and triggered \$8+ million in the first year; architecture was featured in several industry journals.• Tapped into Egypt and Israel markets for the first time in company's history. Formed international teams that aggressively sold healthcare products to top level hospital facilities and other healthcare businesses. Team achieved \$50 million in sales during the first 14 months. |
| M&A and Corporate Sale | <ul style="list-style-type: none">• Identified over 25 Merger & Acquisition targets in the last two years. Led due diligence team that traveled globally to analyze businesses. Negotiated three M&A deals that led to \$50 million in new revenue.• Teamed with CEO to architect a plan to sell 20-year old healthcare provider company. Brokered a \$350 million deal, delivered a major ROI for 60 shareholders, and retained 80% of staff members. |