

Chris Sample

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### OBJECTIVE

Management position within the health care industry.

### HIGHLIGHTS OF QUALIFICATIONS

- Six years experience in the health care industry.
- Experienced at strategic planning, program design/implementation, and personnel management.
- Expertise with insurance claims and contract negotiations.
- Extensive experience with Microsoft Office suite, SAP, and patient database systems.

### PROFESSIONAL EXPERIENCE

#### **Management**

- Presided over all operations of a 30-room treatment facility, including annual operating budget of \$500,000.
- Increased annual revenues by more than 10% for three consecutive years as Director.
- Managed all insurance contract negotiations; implemented new system for processing claims.

#### **Supervision & Training**

- Recruited, trained and supervised 50 employees; established goals and competencies, conducted performance evaluations, and granted promotions.
- Directed staff meetings and strategic planning sessions with senior staff.
- Implemented new leadership development and training program for employees.
- Instituted employee incentives program which resulted in enhanced job performance.

#### **Program Development/Coordination**

- Designed, organized, and promoted "Healthy Alternatives" community prevention program; registered 500 participants in first year of program.
- Facilitated opportunities for peer support systems within treatment program.
- Developed and implemented new patient evaluation system.

#### **PR/Marketing/Sales**

- Produced a comprehensive marketing plan, including a design for radio/television

advertising.

- Partnered with city police and fire departments to sponsor charity events.
- Redesigned company logo for ten-year anniversary event.
- Managed 35 corporate sales accounts, with revenues of over \$50,000.

#### EMPLOYMENT HISTORY

<b>Director</b>	SERENITY HEALING CENTER, St. Louis, MO	1999 - 2003
<b>Counselor</b>	SERENITY HEALING CENTER, St. Louis, MO	1997 - 1999
<b>Marketing Assistant</b>	ST. LOUIS BREAD COMPANY, St. Louis, MO	1995 - 1997

#### EDUCATION

**M.A. Health Services Management**, Webster University, St. Louis, MO 2002

**B.A. Psychology**, Webster University, St. Louis, MO 1996

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