



Michael Bennett

A health care business development manager with 10+ years of experience identifying new revenue streams, securing hospital partnerships, and improving patient care solutions. Expertise in value-based care models and regulatory compliance.

CONTACT



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LinkedIn | Portfolio



Boston, MA 02108

EDUCATION

Master of Health Administration (MHA)

Boston University, Boston, MA
January 2013 - March 2017

Bachelor of Science (B.S.) in
Business Administration
University of Massachusetts Amherst,
Amherst, MA

KEY SKILLS

- Health care sales strategy
- Hospital contract negotiations
- Value-based care models
- Provider relationship management
- Regulatory compliance

PROFESSIONAL EXPERIENCE

Healthcare Business Development Manager | MedConnect Solutions, Boston, MA
January 2017 - Present

- Developed partnerships with major hospital networks, increasing revenue by 35% through new service agreements
- Led negotiations with health care providers and payers, securing contracts worth over \$10 million in annual revenue
- Implemented value-based care initiatives, improving patient outcomes and reducing readmission rates by 18%

Business Development Associate | HealthFirst Technologies, Boston, MA
June 2013 - January 2019

- Conducted market research and identified new sales opportunities, contributing to a 28% increase in annual revenue
- Developed sales presentations and customized solutions for hospitals, improving engagement with key stakeholders
- Assisted in the launch of a new telehealth platform, leading to a 25% increase in service adoption rates

CERTIFICATIONS

- Certified Healthcare Business Consultant (CHBC), National Society of Certified Healthcare Business Consultants | January 2016