



Nicholas Perez

Management Consultant

Partner with 18 years in management consulting, focused on healthcare provider strategy and value-based care transformation. Lead a practice of 42 consultants, own a book of business with 9 active clients, and serve as a board-level advisor to two health system CEOs.

CONTACT INFORMATION

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EDUCATION

MBA, Harvard Business School, 2007

MPH, Johns Hopkins Bloomberg School of Public Health, 2007

BS, Biology, Howard University, 2003

KEY SKILLS

- Practice building and P&L ownership
- Healthcare provider strategy
- Value-based care and population health
- Board-level client advisory
- Business development and pricing
- Talent development and partner mentoring
- Firm governance
- Thought leadership and industry POVs
- Health system M&A

PROFESSIONAL EXPERIENCE

Partner, Healthcare Practice | 2019 - Present

Linfield & Marsh Consulting, Boston, MA

- Built the value-based care service line from 2 consultants to 42 over 5 years; practice now generates \$38.7M in annual revenue.
- Personally manage 9 active client relationships, including 4 academic medical centers and 2 multi-state IDNs.
- Closed a 3-year, \$11.2M master services agreement with a top-15 health system after a competitive bake-off against two larger firms.
- Sit on the firm's compensation committee and the diversity and inclusion council.
- Author the practice's annual industry outlook, which generated 7 inbound RFPs last cycle.

Principal | 2015 - 2019

Linfield & Marsh Consulting, Boston, MA

- Built and led the population health workstream offering across the firm.
- Promoted to partner one cycle ahead of the standard pace.
- Originated \$14.6M in new client revenue over four fiscal years.
- Mentored 6 senior consultants, 4 of whom are now principals or partners at this firm or peer firms.
- Sponsored the firm's HBCU recruiting partnership, which has hired 23 consultants since 2017.

Senior Manager | 2011 - 2015

Crestmark Healthcare Advisors, Philadelphia, PA

- Led 8-12 person engagement teams on health system mergers and service line strategy.
- Owned the firm's relationship with two regional health systems through 11 consecutive engagements.
- Built the firm's ACO readiness diagnostic, which was used on 19 client engagements.
- Promoted from manager to senior manager in 24 months.

Manager / Consultant | 2007 - 2011

Crestmark Healthcare Advisors, Philadelphia, PA

- Progressed from consultant to manager across operations and strategy engagements for provider clients.
- Led the analytics workstream on a flagship hospital turnaround that returned the system to operating margin within 18 months.
- Co-authored two industry POVs on bundled payment design.

- Selected for the firm's high-potential leadership program in 2010.