

Lisa Jackson

Dentist

Owner dentist running a 9-operatory general practice with two associates, three hygienists, and an in-house implant program. 18 years in dentistry, with the last 9 as owner. Track record of growing collections, retaining staff, and keeping clinical standards tight.

CONTACT INFORMATION



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Charleston, SC 12345

EDUCATION

Doctor of Dental Medicine (DMD),
Medical University of South
Carolina, 2007

Master of Business Administration
(MBA), Healthcare Management,
College of Charleston, 2014

Bachelor of Science, Biology,
University of Florida, 2003

General Practice Residency,
Medical University of South
Carolina, 2008

AAID Implant Continuum,
Completed 2011

South Carolina Dental License
#DDS-0XXXX, Active

DEA Registration, Active

BLS and ACLS Certified,
American Heart Association

KEY SKILLS

- Practice acquisition, valuation, and DSO negotiation
- Implant placement and full-arch treatment planning
- Molar endodontics and surgical extractions
- PPO fee schedule negotiation and insurance credentialing

PROFESSIONAL EXPERIENCE

OWNER DENTIST | LOWCOUNTRY DENTAL STUDIO, CHARLESTON, SC 2015 – PRESENT

- Grew annual collections from \$1.4M at acquisition to \$4.6M in 2023.
- Built the team from 6 to 17 staff, including two full-time associates and a treatment coordinator.
- Launched an in-house implant program in 2019, now contributing roughly 22% of total production.
- Hold staff turnover under one role per year by setting clear pay bands and quarterly reviews.
- Negotiated PPO fee schedules and dropped two underperforming plans without losing net active patients.

OWNER DENTIST | PALMETTO FAMILY DENTAL (SOLD 2018)

- Built a 4-op startup from zero to roughly 1,900 active patients over six years.
- Sold the practice to a regional DSO in 2018 at a valuation north of \$1.8M.
- Stayed on for a 12-month transition as lead clinician for the buying group.
- Set up the operatories, IT, and PMS rollout (Eaglesoft) without an outside consultant.
- Ran community outreach (school screenings, sponsorships) that drove a steady new-patient pipeline.

ASSOCIATE DENTIST | COASTAL DENTAL PARTNERS, NORTH CHARLESTON, SC 2008 – 2012

- Worked a 4-day clinical schedule averaging 24 patients per day.
- Completed implant placement training (AAID continuum) during this stretch.
- Took the lead on most molar endo and surgical extraction cases in the office.
- Mentored two new graduates through their first year of practice.

GENERAL PRACTICE RESIDENT | MEDICAL UNIVERSITY OF SOUTH CAROLINA, CHARLESTON, SC 2007 – 2008

- Rotated through hospital dentistry, OR cases, and oral surgery service.
- Treated medically complex patients including transplant and oncology cases.

- P&L management, overhead control, and KPI tracking
 - Staff hiring, compensation banding, and retention
 - Eaglesoft and Dentrax PMS, Dexis and CBCT imaging
 - OSHA and HIPAA compliance program oversight
 - Treatment coordinator training and case acceptance workflows
 - Associate doctor mentorship and clinical calibration
 - Marketing strategy: community outreach, referrals, and digital
 - Multi-operator scheduling and production capacity planning
- Logged more than 1,200 clinical encounters across the residency year.