

Zachary L. Phillips, MBA

Summary:

Highly driven MBA and experienced operator who contributes meaningfully by utilizing an analytical approach to problem solving while fostering a culture of trust and inclusion in the workplace.

Education:

The University of Mississippi, University, MS
Master of Business Administration

Union University, Jackson, TN
Bachelor of Business Administration

Work Experience:

PhyMed Healthcare Group, Nashville, TN
Director of Operations

- Led contract negotiation efforts with partner facility resulting in a 113% increase
- Held responsibility for 70 employees and 9 partner facilities
- Developed an operational reporting package for each market for both internal and external use
- Worked with contract management team to ensure that contract metrics and associated financial obligations were fulfilled in a timely manner
- Acted as the point of contact for all operational inquiries
- Partnered with leadership in each market to identify areas to reduce expense as well as increase profitability
- Led operational efforts for all business development opportunities

Operations Manager

- Sole manager responsible for all activities in Terre Haute, IN practice
- Created staff schedule, implemented new EMR, managed change in coverage due to facility trauma designation change
- Led recruiting efforts for permanent providers, created bi-weekly invoices for contracted providers, interacted with locum agencies to secure temporary coverage
- Worked closely with RVPs to improve efficiency and maximize profitability in each of the other markets
- Analyzed facility data and led efforts to bid on new opportunities

The Woman's Clinic, Jackson, TN
Rainey, Kizer, Reviere & Bell, PLC, Jackson, TN
Stanley Black & Decker, Inc., Jackson, TN

Honors and Activities:

- Volunteer work through RIFA, West Tennessee Healthcare Foundation, Juvenile Diabetes Research Foundation, and others
- Judge of Speaker's Edge public speaking competition for The University of Mississippi
- Graduated with honors from The University of Mississippi
- Graduated *Cum Laude* from Union University