

Gregory M. Lee, MBA

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Accomplished professional with more than 16 years of military leadership experience and over 12 years of corporate leadership experience. Through critical thinking and a strategic mindset, I have been able to assist multiple organizations with cost-savings and increased profitability. To this end, I attribute my ability to frame the big picture, focus on the details as well as sharp analytical and negotiation skills.

Leadership
Strategic Marketing
Problem Solving

Operational Analysis
Business Development
Client Relations

Troubleshooting
ROI Analysis
Adaptability

PROFESSIONAL EXPERIENCE

Accenture

2012 to Present

CONSULTING MANAGER – Columbus, OH

- Led the strategic-level assessment of two Long-term Care Veterans homes, which included interviews with patients, family members, frontline staff, executive leadership and the Board. Developed strategic policy recommendations for the Board, an operational assessment for executive leadership, as well as next steps for the improvement of patient care & quality of life.
- Managed a team responsible for creating and implementing a web-based analytics tool that is used by more than 500 employees across the country to maximize HEDIS compliance and Quality of Care. Led the design and implementation of external-facing reports which provide physicians and their administrators the ability to better care for the patients under their care.
- Evaluated the current state business processes of multiple risk-based Medical Service Organizations and developed recommendations for a smooth integration. Developed internal reports for a client to be able to track the daily operations and evaluate productivity to make efficient business decisions.
- Created a Capacity Planning tool which was used to guide the staffing of more than 100 FTEs and guide the contractual pricing arrangement for a multi-million-dollar arrangement.
- Appointed to the position of Relationship Manager for KIPP Columbus, and the Columbus African American Employee Resource Group co-lead.

United States Air Force Reserve

2001 to Present

TECHNICAL SERGEANT – Grissom ARB, IN

- Selected for the Deserving Airman Commissioning Program for assignment to the 434 Air Refueling Wing's Intelligence Squadron.
- Analyze, troubleshoot and repair malfunctions in both the aircraft electrical and environmental systems to include fighter, tanker, strategic airlift and search and rescue helicopters.
- Appointed to AMXS Career Assistance Advisor position and established the highest retention rate out of 10 other squadrons.
- Hand selected for special project initiated by the A4 Commander at USAFR Headquarters
- Gathered data from several classified information systems, analyzed complex technical information and made logistical recommendations based on understanding of metrics that impact the AFRC.
- Monitored and interpreted aircraft status reports and informed Commanders of appropriate Air Force maintenance policies to follow for guidance.
- Delivered formal briefings to Air Force senior leadership daily, on technical aircraft maintenance details required to quantify and evaluate mission capability.

- Gregory Lee, LLC 2010 to 2012
 CONSULTANT – Orlando, FL
- Designed and implemented comprehensive marketing plan consisting of various forms of advertising, strategic partnerships, speaking engagements, trade shows and social media with client.
 - Proposed, approved and administered marketing operations budget action items.
 - Developed marketing database and employed mailing list communication software. Analyzed market research and determined appropriate courses of action. Wrote copy for collateral material, website, social media and print advertisement.
 - Monitored department productivity, reviewed and reported on all marketing activity and results.

- Florida Hospital, Celebration Health Assessment 2005 to 2009
 MANAGER – Orlando, FL
- Developed MS Excel financial accounting, volume tracking, and financial analysis spreadsheets that accounted for 30% of 2007's previously unrecognized net income.
 - Avoided contract underpayment and retained patronage of largest client (40% of sales volume) by negotiating discounted fees for dermatology consultations.
 - Redesigned client's service package in such a way that increased marginal profit and decreased costs for the client which resulted in a \$60,000 one year agreement.
 - Evaluated effectiveness of processes against profitability requirements and recommend changes. Increased health assessment package profitability through provider cost accounting and financial analysis of procedure types.
 - Performed research for development of a new webpage, managed development of department's new website and finished within budget.
 - Transformed acrimonious work environment to culture of collaboration through practice pattern utilization. Dissolved employee opposition to test scheduling concept by applying positive, persuasive, and clear communication skills with personnel, including Managers.

EDUCATION

- Master of Business Administration: 2007-2009
 University of Central Florida, Orlando, FL
- Bachelor of Science in Health: 1999-2005
 Ohio University, Athens, OH

LEADERSHIP

- Wingman Drivers, President 2015
- National Black MBA Association; Business Outreach Team Lead 2009-2011
- United Nations Association; Young Professional Chair 2010-2011
- Central Florida Police Athletic League; Board Member 2010
- Orlando Young Professional Leadership Development Group; Vice President 2009

AWARDS

- Non-Commissioned Officer of the Quarter 1st quarter 2010
- Enlisted Performance Report, highest possible performance rating 2007-2009
- Florida Hospital Model of Excellence 2006, 2007

VOLUNTEER WORK

- Rising6: Military Professional Development 2013-2014
- Special Olympics, Florida Games (Opening Ceremony) 2009-2010
- Junior Achievement Classroom Volunteer, Celebration High School 2006
- Assistant Wrestling Coach, Westerville North High School 2000-2005