Personal

Name
Jay Ross

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Jay Ross

Objective and outcome-driven business development manager with 15 years of experience managing, pricing, expediting and sales teams in the health care sector. Specialist in strategic planning, forecasting, market research and analysis, and contract negotiations. Recent renegotiation of pre-Pandemic supplier contacts resulted in cost savings of 13% while sales increased by 27%.

Work experience

Strategy and Business Development Manager
Nov 2007 - Present

McKesson Corp, Irving

- Leading market analyses to meet the rapidly changing needs of the health care environment
- Evaluating contracts valued at over $30M and negotiating evolving terms with customers and suppliers
- Multi-million dollar price negotiations with local and international suppliers to stabilize costs
- Regularly meeting with strategic stakeholders within the sector to ensure continued supply
- Part of Exco committee advising government and state agencies on product availability
- Maintaining relationships with hospital and healthcare management to confirm needs and supplies

Business Development Officer
Jan 2005 - Oct 2007

Arena Pharmaceuticals, San Diego

- Canvassing and prospecting
- Cold calling
- Product marketing
- New business development
- Account management

Education and Qualifications

Bachelor of Science in Pharmacology
Aug 1999 - Jun 2003

Stanford University, California

Courses

Customer Relationship Management
Aug 2018 - Dec 2018

Rice University

Master of Business Administration (MBA)
Sep 2006 - Aug 2007

Stanford University

Skills

- Strategic planning
- Forecasting and budgeting
- People management
- Product development
- Product and supplier pricing
- Contract negotiations