**[Business Development Health Services](https://www.postjobfree.com/resume/adzigf/business-development-north-augusta-sc)**

**Location:**North Augusta, SC, 29841

**Posted:**September 06, 2023

**Contact Info:**

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D r . G o r d o n J o n e s

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Dear Nate and Executive Team:

I have 30 years of management, digital and health innovation, entrepreneurship, and business development experience that encompasses much of which is required by any innovation based organization. Through this experience, I have coached, mentored, and educated people, teams, and organizations in the dynamics of innovation to manage health services, emergency, and personal identity information, as well as the all-important customer experience, communication and engagement required any company or project.

To summarize this experience, I am or have:

• Published “Universal Health Coin: The Story of Creating a Cash-Based Health Cost Sharing System That Utilizes Blockchain Technology to Provide Fair Payment” Dec 2017 and “How to Createyourself” December 2021

• Three years designing/developing health and wellness wearables devices

• Sold and deployed the GADPH Mobile EMT Patient Tracking application throughout the state of Georgia

• Sold omni channel solutions to large health system to increase patient engagement and communications

• Sold unit-of-dose pharmacy dispensary systems to the largest primary care network in South Carolina

• Developer of the GuardianWatch mobile live video streaming app (iOS/Android) for NG911

• Designed healthcare provider networks for taking full-financial risk of health services

• Negotiated managed care contracts for self-insured employers

• Worked inside the health system to develop and deploy continuous improvement programs

• Developed an electronic claims algorithm to ID and control employer spend on implantable medical devices

• Created social media and marketing campaigns for health services and technology

• Developed the first UI web-based interface into a physician billing system

• Designed communication technologies to facilitate better understanding and experience in healthcare

• Doctoral research on the adoption of internet based communication tools by healthcare providers

• Adjunct professor teaching medical and business university students;

• Written many articles on startups, innovation, healthcare, and personal/professional development in order to share my knowledge [30,000+ Connections & Followers on LinkedIn 4,100+ on Facebook

• With wife we are adoptive parents of five children with special needs; and

• With wife we founded the non-profit Apparo Academy, a pre-k therapeutic education inclusive school for the medically fragile 6 weeks to 6 years.

Most Sincerely,

Gordon Jones, DHA

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EDUCATION

Doctor of Health Administration and Leadership, Medical Unv of South Carolina, Charleston, SC 2001

Master of Health Services Administration, Medical Unv of South Carolina, Charleston, SC 1993

BA - Government and International Studies (China), Unv of South Carolina, Columbia, SC 1991

BS - Business Administration, The Citadel, Military College of South Carolina, Charleston, SC 1984 WORK EXPERIENCE

GORDONJONES.ORG N. AUGUSTA, SC 2000 to PRESENT

Founder

Gordon Jones Missions and Ministries is working to build a Worldwide Community of Giving. Projects include strategic corporate philanthropy · social good projects · working with investors & donors · sales · emerging technologies adoption · business development & strategy · networking. We invest our time, knowledge and funds in social good projects and their management teams to accelerate growth, coach individuals and teams in personal development, and administration. ELEMENTS OF GENIUS, LLC, CHARLESTON, SC 2014 to 2016 Founding Chief Health Officer

An innovation development company producing wearable health devices for IoT; leading the design and functionality team engaging the medical community in customer discovery and user groups. WEST CORPORATION, OMAHA, NB 2011 to 2015

Senior Vice President for Healthcare Strategy

West Corporation is a $5 billion consumer engagement and communications company expanding their offerings into healthcare focusing on patient and provider engagement.

Co-developed the Guardian Watch mobile application for NG911 on the West backbone

Consulted with the executive management team to develop their go-to-market healthcare strategy

Acted as the senior account manager to large health system customers East of the Mississippi NATIONAL DATA CORPORATION: NDC HEALTH (CHANGEHEALTH), ATLANTA, GEORGIA 1997 to 2000 Executive for Business Development

A billion dollar international pharmacy and health information services company.

Expanded NDC’s market share as a member of the CEO’s corporate internet strategy team

Sold over $10 million in services to healthcare payors FPA MEDICAL MANAGEMENT, INC., COLUMBIA, SOUTH CAROLINA 1995 to 1997 Regional Director for Business Development

First employee in the SE responsible for bringing the company into SC, NC, GA and FL

Grew the region from zero to 220,000 global risk managed health lives

Created four primary care physician networks consisting of 1,100+ members

Generated annual revenues exceeding $100 million JAMES L. DOOLEY & ASSOCIATES, CHARLESTON, SOUTH CAROLINA 1993 to 1995 Senior Account Executive

Executed a seven figure contract to build out an academic health system primary-care-physician network

National Rookie of the Year for the franchiser, Management Recruiters International MEDICAL UNIVERSITY OF SOUTH CAROLINA 1991 to 1993

Administrative Resident – Children’s Hospital

Served as the first Admin Resident and Assistant to the Administrator of the MUSC Children’s Hospital

Coordinated the MUSC quality improvement programs for the Office of the CEO Intern to the President – Office of Dr. James B. Edwards (Former Governor & Sec. of Energy)

Served two consecutive years as Intern to the Office of the President & the Board of Trustees UNITED STATES ARMY 1984 to 1991

751st Maintenance Company, South Carolina National Guard, Columbia, SC 2/319TH AFAR, 82nd Airborne Division, Ft. Bragg, NC Page 3 of 4

ANDERSON AREA MEDICAL CENTER (ANMED) 1982 - 1984

Patient Care Services

Male Patient Attendant

Maintenance Department

Mowed the Lawn and Cleaned Air Ducts for improved patient experience ACADEMIC APPOINTMENTS

Augusta University Health System Board – Committee for Audits and Compliance (One Yr. Term) 2013 to 2014

Editorial Board, International Journal of Medical Banking; Medical Banking Institute, HIMSS 2007 to 2009

Adjunct Asst Professor; Medical University of South Carolina, Health Administration 2004 to 2011 SPECIALIZED TRAINING

Candidate for Certified Fellow of the Health Information Management Systems Society

Certification as a Senior Care Auditor (CSCA)

Academy for Healthcare Management – Professional Certification (PAHM)

Licensed to sell Life, Health and Disability, and Series 6 & 63 Financial Products ASSOCIATIONS

International Association of Privacy Professionals

GA HIMSS Board of Directors and Fellow HIMSS Candidate

HIMSS, ACHE, MGMA, HFMA, NENA

PUBLICATIONS

Universal Health Coin White Paper – Reinventing Healthcare Finance and Payment through Blockchain

The HELO into Healthcare Manifesto – Health and Wellness industry adopt the wearables into their care models;

As They Grow: Early Childhood Development by Jennifer L. Jones, PhD. 2nd Edition. Nov. 2010, Editor;

2010 Trends & Strategies for The Self-Insured. THE SELF – INSURER JOURNAL, Vol. 25, Nov. 2009;

Staging Innovation in Health Care, MUSC CHP – 2009

Manual to building a Mobile Modified Barium Swallow Clinic Business from scratch, 2nd Edition 2009;

The Start Up Handbook: How to identify, qualify and start up your own health related company, 4th Edition 2009;

Using Pharmacy to Lower Medicaid Costs. SC POLICY COUNCIL, ISSUE PAPER, 3rd Edition 2003;

eHealth Consumerism: Impact consumers have with their physician to adoption the Internet and other eHealth technologies; HEALTHLEADERS.COM 8-27- 2001;

It's Not The Technology; It's The Business Model; HEALTHLEADERS.COM; November 20, 2000;

Informed Care: A New Era for Health Care; MODERN PHYSICIAN; January 2000.;

Quality Improvement in the Era of Managed Competition. CAROLINA HEALTH SERVICES REVIEW; Summer, 93, 1(1); SPEAKING ENGAGEMENTS

Many pitch competitions and presentation across the US discussing how to personal data and identity management, blockchain, cryptocurrency, decentralized and Self Sovereign identity

Keynote Speaker – GA HIMSS Fall Session on Patient Engagement – Savannah GA Nov. 19th, 2019

Keynote Speaker - South Carolina Government IT Directors Association Annual Conf – Columbia SC Sept. 2019

Keynote Speaker - Government Financial Managers Association of SC – CE – Blockchain 101 – May 2019

Texas Blockchain Association Summit – Dallas Oct. 2018

Cryptonite Ventures Blockchain Conference – San Francisco Sept., 2018

Blockchain in Healthcare Summit – Boston 2018

Technology Association of Georgia/ATDC Health Tech Expo 2017

Augusta University Health Innovation Summit 2016

National Emergency Number Assc Annual Conference – Mobile applications for emergencies and personal security

InnMobility Conference – How to use Guardian Watch for Mobile Security