

SHANNON FRYE

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Skill Set

Project Management/Project Coordinator/Stakeholder Management/Delivery Management/New Business Development/ Training/ Relationship Management/ Team Building and Development/Business Processes/ C-Suite – Leadership Management/ Agile Techniques/ Vendor Management

EXPERIENCE

TEKsystems, Inc

9/2022 – 7/2024

Account Manager – Core Applications

Responsible for growing and maintaining 10 accounts focusing in the healthcare and manufacturing verticals; acting as the liaison between the account and TEKsystems' IT services and functional role offerings.

Experience includes:

- Establishment and growing relationships with key stakeholders at all levels of the organization, from Individual Contributors to C-suite Executives, to build trust and facilitate effective partnerships
- Working closely with key stakeholders to gain better understanding of business drivers and challenges. Presenting tailored solutions that leveraged TEK's strategic partnerships with AWS, Google Cloud, Microsoft, Red Hat, ServiceNow, and Snowflake to effectively address pain points.
- Enhancing account value by providing insights into IT trends and educating partners on market developments including DE&I initiatives.

PREMIER HEALTH, Dayton, OH

4/2021 – 9/2022

Physician Relations Manager (Project Manager)

As a Physician Relations/Project Manager I responsible for:

- Ensuring clear and concise communications between independent providers and Premier Health Partners.
- Establishing and growing strategic relationships between providers and hospital/system administration.
- Coordinating efforts to align stakeholder expectations, streamline communication channels, and enhance collaboration to meet expectations.
- Leading initiatives to improve physician engagement, facilitated regular consultations, and addressed complex issues impacting healthcare delivery.
- Developing and implementing comprehensive outreach programs and maintaining an extensive network of professional contacts to drive continuous improvement and operational excellence

NOVONORDISK, LLC, Plainsboro, NJ

11/2010 – 01/2021

Senior Diabetes Care Specialist (Project Manager)

- Territory entrepreneur that led a logistics strategy for launching three blockbuster (over \$100 million in sales) drugs by developing a plan of identifying stakeholders, tracking results, and adapting changes as needed that resulted in a quick uptake by district thought leaders.
- Collaborated with internal decision makers of independent practices and key offices to implement initiatives, increasing the growth of Diabetes Portfolio as well as helping practices meet quality care and financial deliverables.
- As a regional CRM expert, supported internal stakeholders' business acumen and professional growth by providing guidance on utilizing Novo Nordisk's business and learning systems.

ASTRAZENECA PHARMACEUTICALS, Wilmington, DE
Pharmaceutical Sales Specialist Level III

2/2001 – 9/2010

- In the role District Business Analyst, developed and implemented new business opportunities, researching and conveying actionable insights of trends resulting in better portfolio opportunities, stakeholder dynamics, and understanding of competitive environment.
- Served as the District Training Champion, collaborating with the training department to implement and execute training initiatives at the district level. Additionally, traveled to the regional business center and national headquarters to provide training to newly hired representatives.
- Selected by the Regional Manager to be a member of the Field Focus Group that worked alongside regional and national sales leaders. Contributed to the improvement of the organization's sales force effectiveness by testing and providing feedback on sales initiatives and support tools.

ORTHONEURO, INC., Columbus, OH

OHIO VALLEY MEDICAL GROUP/PROWELLENSS MEDICAL GROUP, Dayton, OH

CARDIOLOGY ASSOCIATES OF CINCINNATI, INC – Cincinnati, OH

Operations/Project Manager

- Researching local national and local market trends to support recommended new business ventures for capital investment consideration. This included investing in rehabilitation services as well as time-share for MRI services.
- Working with variety of stakeholders to successfully implement, monitor, and adapt programs/projects to ensure success including leading two full medical records and revenue cycle computer conversions. This also included working with internal stakeholders and external vendors to keep the project on time, on schedule, and on budget.
- Regularly met with C-suite Executives to present project/deliverable progression and incorporate any suggestions into project.

EDUCATION

Master of Hospital and Health Administration (MHA)

XAVIER UNIVERSITY, Cincinnati, OH

Bachelor of Business Administration (BBA), Health Administration

MARSHALL UNIVERSITY, Huntington, WV

CERTIFICATIONS

IBM PROJECT MANAGEMENT (DECEMBER 2024)

CENTRAL STATE UNIVERSITY

BASIC SCRUM MANAGEMENT

GLOBAL LYNX