

September 2015 Team Member Profile, [NAME REDACTED] — Specialty VP, Managed Services

[NAME REDACTED] loves music, technology, and his native Ohio. He was born and raised in a music-loving family in Youngstown, OH, and graduated from Youngstown State University (with a B.A. in Computer Information Technology). A major music collector, [NAME REDACTED] now lives in Cleveland and attends live concerts across all genres. “Living in Cleveland, home to the Rock and Roll Hall of Fame and Museum, is kismet,” he said. “But you don’t want to hear me sing.”

While his singing voice may not move you, [NAME REDACTED]’s healthcare experience helps BPS stay in step with ever-changing market demands and our business needs. As our Specialty VP, Managed Services

— a new role —he provides services strategy, go-to-market messaging assistance and in field coaching and training for the Enterprise sales management and sales force teams. He also serves as the BPS Managed Services liaison and subject matter expert for the communication to other BPS business units. He has also held executive roles at companies such as MED3000 (pre-McKesson acquisition), Elsevier (Clinical Solutions) Misys Healthcare Systems and Henry Schein Medical Systems, where he enhanced sales, channel sales, marketing, product management, software development, accounting, human resources, implementation processes and help desk support.

[NAME REDACTED] manages his stress — personal and professional — with laughter. “Laughter has always been a heavy presence in my life,” he remarked. “Laughter helps you find the humor in the lunacy of the world and focus on the most important elements of the situation.”

Outside work, [NAME REDACTED] is focused on giving back to help those with physical and financial challenges. Seven years ago, as a private business advisor, he helped to start — and build the first two playgrounds for — Wee Can Move, Too, a non-profit organization that provides handicapped accessible playground construction projects for under-privileged inner city neighborhoods within the Youngstown community. He also participates in Wounded Warrior Project®/Tough Mudder events, which he finds funny because “I’m very uncoordinated, and although it hasn’t ever led to broken bones, there have been many ‘laugh out loud’ klutzy moments over the years.”

[NAME REDACTED] is also passionate about eating great food in Cleveland, which he defines as anything that includes bacon. So he can keep eating great food, he (carefully) works out regularly. This helps him keep pace with the activities of his three siblings and nine nieces and nephews (between 4 and 33 years old), whom he has spoiled rotten over the years. “Now,” he laughed, “I am their “Apple® Support” expert—and I love to help them.”