

JEREMY M. SEIFERTH

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SUMMARY

Results-oriented business consultant and project manager with a proven history of optimizing healthcare operations and implementing data-driven solutions. Adept at stakeholder engagement and skilled in managing cross-functional teams, leading high-impact projects, and improving operational efficiency. Strong background in financial modeling, market analysis, and process improvement to support strategic decision-making. Recognized for leadership, analytical acumen, and the ability to translate insights into measurable results.

SELECT ACHIEVEMENTS

- Led interdisciplinary team on Navy Medicine transformation to establish a Lessons Learned Program and integrate High Reliability Organization (HRO) principles for operational improvement.
- Drove \$2M in annual post annual cost savings post-merger for a private healthcare system.
- Managed an 8-person team to develop and launch a web-based enterprise-wide planning tool to identify and prioritize \$2B+ in capital investment projects for the Army Medical Department.
- Led market analysis for recapitalization of three inpatient facilities and six ambulatory clinics in Germany, South Korea, and Hawaii

KEY COMPETENCIES/AREAS OF EXPERTISE

Strategic Planning	Data Analytics	Healthcare Operations
Project Management	Market Research and Analysis	Outcome-Based Metrics
Process Improvement	Financial Modeling	Stakeholder Engagement

PROFESSIONAL EXPERIENCE

Freelance Consultant, Boston, MA, 2019-2020, and New York, NY, 2024-present

- Facilitate optimization of HR benefits programs (health, retirement, wellness) while supporting business development to drive client engagement and growth (current role).
- Supported a team leading a Medicaid Innovation change management initiative by contributing to stakeholder engagement strategies, impact assessments, communication planning, and adoption frameworks to facilitate executive decision-making and organizational alignment.
- Contributed to development of communication strategies for Tanzania's COVID-19 response, analyzing protocols and guidelines to support effective implementation of protective equipment best practices.

Ancilla Technologies, Manager, New York, NY, 2021-2023

- Led 8-person team in execution of multi-million-dollar program for the Navy Bureau of Medicine and Surgery's (BUMED's) Transformation, Modernization, and Readiness (TRM) initiative.
- Contributed to the design and development of Navy Medicine's Lessons Learned Program, helping establish a structured framework for capturing institutional knowledge and best practices; led development of a comprehensive communications strategy to drive stakeholder engagement, facilitate program adoption, and support long-term sustainability across Naval healthcare operations.
- Authored the High Reliability Organization (HRO) manual and made significant contributions to five additional publications within the Navy's Medical Readiness (MEDRED) suite, enhancing knowledge sharing, standardization, and best practices across military healthcare operations.

- Consistently recognized for exceptional performance through outstanding reviews and a promotion, demonstrating strong leadership and subject-matter expertise.
- Granted Secret-Level Security Clearance for access to classified government materials.

Steward Health Care, Director, Operations, Boston, MA, 2017-2018

- Spearheaded 5-hospital post-merger staffing efficiency analysis, leading to \$2M in annual cost savings.
- Directed data collection and analysis to enhance surgical suite operations and staffing efficiency, optimizing resource allocation and workflow, at 5 Massachusetts-based hospitals.
- Analyzed operating room utilization data to identify inefficiencies and optimize scheduling for improved resource allocation, reduced downtime, and enhanced surgical throughput.
- Declined the opportunity to relocate to Dallas after company headquarters moved, prioritizing professional opportunities in the Northeast.

ECG Management Consultants, Consultant (Manager level), Boston, MA, 2016-2017

- Supervised in-depth market analysis, workload and capacity forecasting, and financial scenario modeling for three academic medical centers (AMCs) exploring merger and acquisition opportunities.
- Advised multiple healthcare systems on a broad spectrum of physician-hospital arrangements, including employment models, joint ventures, and value-based compensation structures.
- Developed a comprehensive orthopedic service line plan for a Midwest-based healthcare system, aligning strategic objectives with patient care needs and operational efficiency.

Massachusetts General Hospital, Senior Project Manager, Quality & Safety, Boston, MA, 2013-2014

- Conducted comprehensive data collection and analysis, serving as the lead author of the “Annual Report on Equity in Health Care,” providing key insights into disparities and opportunities for improvement.
- Developed data-driven strategies to enhance ROI for a multi-million-dollar Medicare value-based purchasing program, conducting in-depth analysis and providing strategic recommendations.
- Collaborated with clinical and marketing teams to design and implement a transparent public outcome reporting system, improving stakeholder engagement and healthcare accountability.

Noblis, Strategic Planning Consultant, Falls Church, VA, Lexington, MA, 2004–2012

- Oversaw comprehensive healthcare requirements analyses, financial modeling, and market feasibility studies to support the recapitalization of three inpatient facilities and six ambulatory clinics in Germany, South Korea, and Hawaii.
- Served as Product Manager, leading a cross-functional team to design and launch a web-based tool that supported identification and prioritization of more than \$2B in capital investment projects for the Army Medical Department.
- Supported strategic collaboration initiatives between the Department of Veterans Affairs (VA) and the Department of Defense (DoD), facilitating joint efforts to improve healthcare delivery, align policies, and enhance resource sharing across agencies.

EDUCATION/CERTIFICATIONS

- **Master of Business Administration, Georgetown University, McDonough School of Business**
- **Bachelor of Arts (summa cum laude), Political Science, Boston University**
- **Project Management Professional (PMP) – Certification in Progress (expected Summer 2025)**