

Calvron Wachter

+1 (615) 364-6302 ▪ cwachter@informdatasolutions.com

EXPERIENCE

Compass Surgical Partners

(Remote) Raleigh, NC

Manager of Development & Business Intelligence

2023

- Generated 16 confirmed physician group leads for Business Development over previous four months
- Overhauled and upgraded CSP's Business Development data infrastructure: information flow, reporting software and processes, market intel, targeting process and database creation: inpatient, outpatient & physician
- Using tools such as my health-system tracker, I can make detailed, accurate, and actionable market reports, complete with specific actionable recommendations
- With data scraping techniques, I can get contact information for nearly any target I identify, and then follow through on initiating discussions and creating a business relationship/partnership
- Developed a sophisticated and consistent targeting technique to locate both ideal ASC acquisition targets and physician syndications (both for de novo and acquisition opportunities)
- Constructed a 300,000 physician repository, sorted by employment, specialty, physician group affiliation, clinical activity & location, to be able to find both partnership/syndication and acquisition opportunities
- Created health system pitch decks for different 9 health systems: breaking down strong opportunities for acquiring outpatient facilities, physician practices, and de novo opportunities with physician syndication targets
- Possess a strong understanding of the due diligence process, M&A strategy, & financial metrics in both the inpatient and outpatient space, working in both Business Development for one year, and Corporate Development for two years

Regent Surgical Health

Franklin, TN

Corporate Development & Business Intelligence Analyst

2021 – 2023

- Created an integrated CRM tool on SmartSheet, allowing Regent to being to track deal close percentages & time-to-close based on quantitative data instead of word-of-mouth predictions
- Using SmartSheet, developed a "cloud" platform where every department could view Development's pipeline, allowing for ease of information flow, and a system for Dev Finance and the Developers to communicate on their pro-forma needs, ect.
- Developed a standardized process for developing market reports for the Regent Developers, Ascension leadership, and the Regent Board of Directors
- Produced sophisticated, aesthetically pleasing market reports on major Ascension markets (& other health system markets)
- Created an 8,000+ ASC database and 5,000 hospital database, complete with OR data, specialty data, and easily sortable filters to identify both strong acquisition targets & de novo opportunities using data-driven methods
- Identified over 100 priority leads to developers across various markets
- Was in high-level meetings throughout the life cycle of "New Regent", post-acquisition in Corporate Development, and have an understanding of how a business grows in a "start-up" culture that most have never experienced.
- Created numerous standardized pitch decks for all of Regent Corporate to use, as there was no standardization when I arrived

Coach Calv Academy – CoachCalv.com

Middle Tennessee

CEO - ACT Tutoring Business (College Standardized Testing)

2015 - 2021

- Responsible for all marketing, lesson planning, ACT teaching, and finances
- Created 45 hours of online lessons for my website and have written two textbooks over the ACT
- The website Coachcalv.com, was entirely created by me
- Students have been offered over \$1,500,000 in scholarships, with score improvements above national average (4.1 versus 2.3)

Lipscomb University Network Broadcaster

Nashville, TN

Play-by-Play Broadcaster

2014 – 2018

- **Received 2017-2018 Lipscomb University Broadcaster of the Year Award**, only student ever to win this award without a Communications/Sports Media degree
- Broadcasted Division I women's basketball & softball games for four seasons, including a nationally ranked game (20+ games)

Head Soccer Coach

Head Coach for Travel Soccer

2016 – 2018; 2022 - Now

Head Coach of White House Heritage Middle School

2022

- Record of 50 wins, 17 losses, and 5 ties: six championships in nine combined seasons
- Two former players have been invited to MLS U18 elite talent camps
- A total of three undefeated seasons; my 10/11 year-old team won a championship in a 12/13 year old league

Manager & Assistant-Commissioner

Adams/Franklin, TN

Head Umpire for Adams Sports Recreational

2018 – Present

- 2022 Assistant Commissioner of Adams Recreations (baseball and softball)
- 2021 umpire manager for the city of Adams Recreations; Hired, managed, trained umpires, & called most important games
- Negotiated a 20% pay raise per-game rate for umpires (45% for myself)

Just Hope International

Brentwood, TN

Translator and Data/Project Consultant

2017 – 2019

- Translated 70,000-word essential document from Spanish to English, among other Spanish documents
- Operationalized, evaluated, and improved international business projects based on empirical models and judgment
- Discovered quantitative trends behind their business model, and provided advice on how to use the relevant data discovered

EDUCATION – (2 Masters; 2 Bachelors)

University of Pavia

Pavia, Lombardy, Italy

- *Master of Science: Life Science Management (Healthcare Administration – translation)* Sept 2019 – September 2021
 - 4.0 GPA (104/110 Italian), Founded in 1361, Top 400 Ranked University in World
 - The North American Representative & Recruiter of Program
 - “Professore Onorario” Each semester, I give a lecture to my program on a US healthcare topic

ESC-Clermont Graduate School of Management

Clermont, France

- *Master of Management: Business Intelligence* Sept 2020 – September 2021
 - 4.0 GPA (16.37/20 French), Top 100 Graduate School in Europe
 - Focused on data visualization: how to present data in a relevant and easily understandable way
 - Experience with various data-mapping tools: Tableau, MicroStrategy, all Microsoft Office Platforms

Lipscomb University

Nashville, TN

- *Bachelor of Business Administration: Management* Aug 2014 - Dec 2017
- *Bachelor of Arts: Political Science*
- *Minor in Spanish*
 - 3.8 GPA, Magna Cum Laude

HIGHLIGHTS

- ❖ Master's degrees in (1) Business Intelligence & (2) Healthcare Administration, with 4.0 GPAs
- ❖ **Excellent communication skills**, as evidenced by my three years in Development-oriented fields, running a successful teaching business, being an honorary professor at my graduate school, being awarded broadcaster of the year at Lipscomb University, winning six soccer coaching championships, and being an umpire manager
- ❖ **Excellent data visualization skills**: has created numerous pitch decks with analytics for health systems, using Microsoft office platforms, Tableau, and smaller third-party platforms. As well as building internal strategy reports and actionable recommendations for company growth
- ❖ **Has a strong understanding of the due diligence process, M&A strategy, & financial** metrics in both the inpatient and outpatient space, working in both Business Development for one year, and Corporate Development for two years
- ❖ **Able to handle dynamic and/or stressful situations**: thrived in three different countries and received 4.0 GPAs in all my international universities, created data infrastructures for two different companies, have worked in ambiguous environments, sports broadcaster for four years in college, has coached soccer throughout various ages, and been a baseball umpire for six years
- ❖ **Consistent pattern of success in all endeavors**: Promoted four times in corporate jobs (intern to manager) in short order, graduated early with honors at every university, ambassador of Italian graduate school, broadcaster of the year in undergraduate program, successful self-run teaching business, six soccer coaching championships won, worked prestigious games as umpire and was given assistant commissioner title of baseball/softball league
- ❖ Developed elaborate CRMs for pipeline reporting, board reports, and intra-divisional communication for two companies
- ❖ Developed comprehensive databases for ASCs, hospitals, physicians, physician groups/practices, and health systems that have directly translated to confirmed leads and company approved market expansions