

SASHA LALITE, MPA

North Bergen, NJ 07047 917-940-0874

slalite@gmail.com

www.linkedin.com/in/slalite

Versatile healthcare professional with extensive experience and a passion for business solutions. Resourceful alliance-builder who forges profitable relationships with internal & external stakeholders. Exhibits a proven track record of leadership, strategic decision-making and management consulting. Strategic and tactical hands-on expertise. Excels in results-oriented organizations that are motivated by strategic growth, innovation, creativity, technology and a focus on improved outcomes & performance.

SKILLS & SPECIALITIES

Leadership	Management Consulting	High Performance Teams
Lean Six Sigma Black Belt	PMP/ Large Scale Project Management	Business Development
Strategic Decision-Making	Patient Advocacy/Access/Outcomes	Client Relations

PROFESSIONAL EXPERIENCE

Novartis Pharmaceuticals Corporation - East Hanover, NJ **2016 - 2018**

Patient Access & Health Policy- Patient and Specialty Services (P&SS)

Associate Director: Program Office Lead

1/2017 – 5/2018

P&SS focuses on the design & implementation of patient programs that improve access to specialty medications.

- Functioned as a key internal partner in the P&SS Strategy, Operations, and Finance. Focused on planning, implementation, & execution (including program management, budgets, and tactical administration).
- Drove 90% of Franchise project completion of program initiatives that span across a \$200M portfolio. Improved launches, program services and performance for Immunology & Dermatology, Ophthalmology, Transplant, Cardiovascular & Respiratory Franchises.
- Promoted a culture of accountability, transparency and consistency.
- Led the management and coordination of business critical work streams. Achieved 92% of strategic objectives and secured execution of business objectives with Brand, Marketing, Legal, Procurement, Ethics & Compliance, Performance & Quality Management, and Finance partners.
- Led the P&SS Culture and Communications Committee of 200+ national field and headquarter employees resulting in a culture of high morale, integration, communication, collaboration and engagement across cross functions, headquarters and field.
- Organized and led Franchise Cross Operation meetings of 60+ stakeholders, including QBRs. Impacted business decisions by ensuring shared best practices and a process-oriented structure, consistency, and alignment.
- Designed & led Special Projects for Franchises and Department excellence & best practice implementation. Special projects included Customer Benchmarking Market Research Surveys, Ophthalmology Advisory Board, P&SS Internal Audit Remediation, Gilenya Acceleration Project, and Business Continuity Plan.
- Conducted vendor negotiation & consolidation resulting in \$500K+ savings and 95% contract finalization. Created & implemented P&SS contract database and procurement process & procedures. Trained 40+ employees.

Business Strategy & Operations Management Consultant:

9/2016- 1/2017

- Strengthened P&SS Program Office infrastructure and cross-functionality by achieving business objectives and departmental goals. Achieved 100% of hiring needs within 2 months. Drove strategic and executional excellence through talent, development, onboarding, training, and team building.
- Managed consulting projects with third party consultants (eg. Nuvera, Deloitte, Ernst & Young).

AposTherapy U.S. Management Inc. - NY, NY**7/2015 - 3/2016****Business Operations & Development: Director of Operations***A global biomechanical medical device used in the treatment of conditions. Company Downsized.*

- Functioned as IT Compliance & Risk Security Officer. Oversaw & completed 100% audits, clinic and inventory management.
- Managed the sales team. Represented & negotiated business contracts to practice, hospital and vendor business partners. Negotiated contracts and finalized business plans, proposals and presentations resulting in 85% partner acquisition.
- Spearheaded the organizational development, communication and implementation of effective growth strategies and processes. Kept CEO and CFO apprised of corporate operations.
- Managed \$3M+ large-scale project implementation with our U.S. and global teams. Collaborated with sales, legal, marketing and finance management teams of 20+ persons.
- Drove performance measures with CFO and Global Controller to analyze and plan for key strategic operational controls, including resource allocation and investment guidance in people and systems.

COMPREHENSIVE PEDIATRICS NY - NY, NY**5/2013 – 3/2015****Business Operations & Development: Practice Leader***NYC multi-office high volume pediatric practice. Rated top three pediatric primary care practice in region.*

- Managed 80 employees and 9 physicians/nurse practitioners. Created, motivated and led a high performing teams. Significantly improved employee communication, initiative, morale, and teamwork.
- Managed and oversaw project implementation in many areas (HR, Legal, Billing, Credentialing, Office Flow, Organizational Structure & Change, IT, Accounting, EMR and Building/Property Maintenance).
- Incorporated operational restructuring and Clinical Information Technology infrastructure. Implemented viable Electronic Medical Records (EMR) software and trained staff across all Company sites. Improved clinical documentation by 90%.
- Negotiated 100% of internal and external contracts and financial agreements. Established business relations & networks.
- Ensured excellence in patient care and financial performance across all 3 outpatient sites. Improved medical documentation for billing and patient care to align with new government and reimbursement models and improved profitability by 80%.
- Conducted Public Relations and marketing initiatives. Provided creative development including website redesign, patient portal design and Company advertisements.
- Created and implemented new patient programs (flu prevention, patient education, infectious disease).

MT. SINAI HOSPITAL (CONTINUUM HEALTH PARTNERS INC.) - NY, NY**1/2008 – 5/2013****Corporate Planning: Clinical Management Analyst***Top 10 ranked hospital nationwide. 1000+ inpatient bed multi-site facility.*

- Created an organizational atmosphere of data-driven quality care through reporting. Improved patient safety, competitiveness, compliance, and accountability among all levels of medical staff by 90%.
- Led meetings of 30+ members with all levels of organization including corporate executives, clinical, information technology, medical chiefs, nursing & financial management to examine quality improvement projects & gain consensus across all 5 sites.
- Decreased inappropriate prescribing & care and improved workflow processes among medical staff to achieve best practices & reduced costs by 50%. Identified operational & clinical trends in costs, drug utilization, competition and patient safety.

- Synthesized various data sources into meaningful analysis. Created & produced 40+ reports related to drug utilization, safety & pharmacy productivity.
- Engaged in committees & decision-making related to drug utilization, pain, and new clinical technologies. Supported Senior VP of Corporate Initiatives and Chair of Emergency Department/ Chief Medical Information Officer.
- Supported the design and creation of IT and Analytics hospital website.

NYC DEPARTMENT OF HEALTH & MENTAL HYGIENE (Division of Mental Hygiene) – NY, NY **7/2006 – 1/2008**

Bureau of Planning, Evaluation & Quality Improvement: Planning Specialist/ Policy Analyst

One of largest public health agencies serving an 8 million diverse population with \$1.6 billion annual budget.

- Operated as government payer project leader for Quality IMPACT (QI) team & Continuous Quality Improvement (CQI) liaison for independent contracted agencies.
- Improved project effectiveness & implemented new indicators to improve agencies' performance by 80%.
- Managed, wrote & developed Local Government Plans for Mental Health, Chemical Dependency & Mental Retardation. Published & distributed to over 100+ statewide representatives & agencies.

NY FOUNDLING VINCENT FONTANA CHILD PROTECTION CENTER - NY, NY

2005 - 2006

Consultant: Project Manager

COALITION OF BEHAVIORAL HEALTH AGENCIES, INC.- NY, NY

2005

Consultant: Policy Associate

EDUCATION

- **M.P.A. - Health Policy & Management** - New York University (NYU)
Robert F. Wagner School of Public Service - NY, NY
Sole Recipient of NYU Fellowship
- **B.A. - Child Development & Community Health** - Tufts University - Medford, MA
- **Lean Black Belt Six Sigma Certification**- Aveta Business Institute - June 2016
- **PMP (Project Management Professional)** – Project Management Institute – May 2018

MEMBER & AFFILIATIONS

- Healthcare Businesswomen's Associations (HBA)
- American College of Healthcare Executives (ACHE)
- Healthcare Leaders of New York (HLNY)
- Medical Group Management Association (MGMA)
- U.S. Chief Officer - International Seeds for Future School
- Board Trustee – Bell Crest Courtyard Condominium Association

TECHNOLOGY PORTFOLIO

- | | |
|--|--|
| • IT Infrastructure & HIPAA Compliance | • Performance-Based Software |
| • EHR / EMR | • Sharepoint |
| • Benchmark | • Website & Marketing Creative Development |
| • ADS | • Microsoft Office |
| • Stata | • Reporting Services |
| • SQL Server Management Studio | • Patient Oriented Programs (POP) |