

# JOSEPH ANDERS

## CHIEF EXECUTIVE OFFICER

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### PROFILE

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Accomplished CEO with a history of leading public and private organizations to growth and profitability. Experienced P&L leader who balances commercial, operational, financial, technological, and human capital expertise to drive business results. Transformational executive who is known for turning around underperforming businesses and elevating steady companies to overachievement. Relationship builder who provides trusted advisement to the board, guides the executive team, and builds credibility with customers. Participative leader who recruits world-class diverse talent, builds high-performing cultures, and advances employee careers.

### STRENGTHS

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- Strategic Planning
- Mergers & Acquisitions
- Cost Management
- Operational Excellence
- P&L Management
- Team Leadership
- Contract Negotiations
- Culture Building
- Sales & Marketing
- Board Relations
- Succession Planning
- Strategic Partnerships

### PROFESSIONAL EXPERIENCE

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#### Chief Executive Officer

MedProds / Miami, FL / 2016 – Present

Recruited to lead, expand, and ultimately sell a leading post-acute patient supply chain solutions provider that delivered distribution services, technology solutions, and biomedical equipment services to the Home Infusion Therapy, Home Medical Equipment, and Oncology Markets. Oversaw all functional areas, developed strategy, established the organization's culture, led the senior executive team, and allocated capital to company priorities. Built collaborative and productive relationships with key stakeholders, including New Mountain Capital, the Board of Directors, and customers.

- Successfully grew revenue from \$350M to \$850M within 2 years by executing against sales, pricing/margin, M&A, contracting, private label, billing, and SG&A initiatives.
- Acquired/integrated 3 companies (\$127M) that expanded post-acute services and solutions.
- Created a Commercial Strategy Business Unit that built upon existing technological capabilities and increased technology revenue from \$15M to \$35M.

#### Senior Vice President/General Manager

Simco Health / Miami, FL / 2014 - 2016

Planned and implemented short and long-term growth and operational strategies for a \$17B company, which included 13 solutions organizations and an acute pharmaceutical distribution business. Developed and implemented an effective operating model based on strategy, culture, and operational excellence.

- Acquired and successfully integrated three solutions companies that added depth and breadth to the organization's portfolio and value proposition.
- Increased engagement scores for 2000+ employees and earned 'Best in Company' honors.

## **Vice President/General Manager – Specialty Pharmaceuticals**

Simco Health / Miami, FL / 2012 - 2014

Recruited back to Simco Health to lead the Specialty Pharmaceutical business, which included acute, alternate care, and physician office segments. Developed and implemented strategies that grew the organization, improved operational efficiency, and built a positive culture. Led all functional areas including sales, marketing, operations, finance, human resources, and IT.

- Drove revenue growth from \$500M to \$2B over two years.
- Led the seamless acquisition and integration of Novis Pharmaceuticals, which resulted in a 100% customer and employee retention rate.
- Restructured sales and operations organizations which optimized cost structure and the go-to-market strategy.
- Introduced RFID technology programs that better facilitated consignment and inventory tracking.

## **CEO/President**

Sierra Pharma / Miami, FL / 2007 - 2012

Recruited by CTC Health to lead the complete turnaround of a financially unstable pharmaceutical distribution startup. Transformed a government receivership company into a national, world-class sales & distribution platform for plasma and plasma-derived products. Instituted critical disciplines in cost control, asset management, financial analysis, reporting, and quality/regulatory assurance. Established long-term relationships with customers, vendors, employees, and private equity owners. Operated a physician office Group Purchasing Organization.

- Successfully negotiated and sold Sierra Pharma to Simco Health.
- Earned Verified-Accredited Wholesale Distributors (VAWD) certification by driving regulatory compliance and service excellence KPIs and SOPs.
- Launched a leading-edge inventory tracking system (RxID) that enhanced drug product offering.

## **EARLY CAREER**

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- SVP, Supply Solutions / Simco Health / 2006 - 2007
- President, NE & SE Regions – Medical Products & Services / Simco Health / 2001 - 2006

## **EDUCATION**

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### **B.A., Business Administration**

University of Miami

## **PROFESSIONAL INVOLVEMENT**

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- Board Member, Pharmaceutical Distribution Association (PDA)
- Member, American College of Healthcare Executives & American Society of Health System Professionals