

PHIL SALDITT

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SENIOR LEVEL EXECUTIVE

Executive Leadership | Performance Management | Continuous Improvement | Team Development

A collaborative change agent and problem solver who looks for “how we can” rather than “why we can’t”. Achieves success from adherence to a relentless focus on value, innovation, and continuous improvement. Understands, connects, and aligns multiple functions within an organization to achieve results. Uncanny ability to synthesize diverse information and create clarity from chaos, then define a clear path forward with aligned priorities across all stakeholders to achieve success.

CAREER HIGHLIGHTS

- Instituted a structured, curated, and regular Rhythm of Business including problem identification, project prioritization and pipeline management, operational KPIs, stakeholder communications, and outcomes reporting. Improved operational efficiency and reduced uncontrolled variation by focusing on visibility and accountability.
 - Aligned the overall Facilities Maintenance and Environmental Services functions across 51 hospitals in 7 states, representing over \$500M in combined spend, to reduce waste and improve efficiency and performance.
 - Drove operational process improvements resulting in more than \$500K annual savings; implemented a business risk mitigation plan ensuring uninterrupted sourcing for at-risk components critical to the \$300M business.
 - Defined and launched a new UI/UX for a 20,000+ network of consumer kiosks in North America and the UK that eliminated errors, updated features, enhanced user experience, and conformed to the new brand identity.
 - Created and managed a new business unit targeted at an untapped market. Launched through an alternate sales channel and achieved 10% market share in under 2 years against entrenched competitors in a \$100M market.
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PROFESSIONAL EXPERIENCE

PROVIDENCE ST. JOSEPH HEALTH | RENTON, WASHINGTON

MAR 2018 – MAR 2020

PSJH is the third largest not-for-profit healthcare system in the US integrating 51 hospitals, 1000+ clinics, and 115,000+ employees, operating across 8 western states with a combined annual revenue of over \$25 billion.

EXECUTIVE DIRECTOR – BUSINESS PERFORMANCE MANAGEMENT | REH GROUP

Aligned and coordinated the consumption of resources managed by the Resource, Engineering and Hospitality Group that collectively represent a combined \$7B in annual spend on materials and services. Conceived and implemented a regular cadence of curated performance measures, resulting in visibility, accountability, and coordination of issues and actions among 15 executive directors representing all REH functions. (REH provides four key services to the PSJH organization: Procurement, Accounts Payable, Strategic Sourcing, and Materials Management & Planning.)

INTELLIGENT PRODUCT SOLUTIONS | SEATTLE, WASHINGTON

MAY 2016 – OCTOBER 2017

A contract product design and development firm that turns product ideas into commercial reality. IPS is headquartered in Hauppauge, New York. The Seattle office closed in October 2017.

MANAGING DIRECTOR – SITE GENERAL MANAGER

Managed the Seattle site for IPS, including staffing, proposal writing, engineering project execution, business development, and facility operations. Accountable for P/L for Seattle Operations and \$1.3M direct expense budget.

OUTERWALL (NOW COINSTAR, LLC.) | BELLEVUE, WASHINGTON

OCT 2012 – MAY 2016

The company behind well-known Redbox® movie and video game rental kiosks, popular Coinstar® coin-counting kiosks and ecoATM® device-recycling kiosks. Outerwall devolved into separate privately held LLCs in 2016.

DIRECTOR, TECHNICAL PLATFORM MANAGEMENT

Defined the product roadmap for and managed the HW and SW technology platform supporting 20,000+ consumer kiosks across the US, Canada, and the UK. Managed full platform lifecycle from strategic vision through obsolescence for the \$300M Coinstar line of business.

CARDIAC SCIENCE CORPORATION | BOTHELL, WASHINGTON

JAN 2005 – JUL 2012

A global leader in developing, manufacturing, and marketing diagnostic and therapeutic cardiology products and services for the physician, hospital, early responder, and public access markets worldwide.

SR. PRODUCT MANAGER – PRODUCT STRATEGY

Managed all aspects of classic upstream marketing and product management for multiple diagnostic cardiology device product lines. Created comprehensive product roadmaps, led cross-functional teams to conceive, develop, and launch new products, and sustain and grow existing products.

ADDITIONAL RELEVANT EXPERIENCE

- **Business Unit Management** – Created a new business unit by using primary and secondary research to identify and characterize a new, un-tapped market segment, then developing a new brand and full line of products to capture that market. Led all operational aspects of the Business Unit including strategic planning, product definition and sourcing, branding, marketing, pricing, channel development, inventory, OEM purchasing, and operations.
- **Contract Negotiations** – Directly involved in negotiating new contracts with wireless providers (Sprint, Verizon) that resulted in a 50% reduction in per-line costs across a network of 60,000 kiosks in the US. Directly involved in negotiating new enterprise-wide supply agreements for disinfecting and cleaning products at PSJH.
- **International Experience** – Lived in Hong Kong for four years while supporting business development and marketing for a \$100M product line throughout Asia Pacific.
- **Business Development** – Coordinated and directed sales activities in Asia Pacific region; personally, involved in negotiating deals greater than \$500,000 in various countries in Asia Pacific.
- **Distribution Channel Management** – Established and managed B2B distribution networks internationally; re-negotiated multi-million-dollar distribution agreements in Japan resulting in \$7M revenue recapture over 3 years.
- **International Marketing** – Managed a team of 5 marketing professionals and directed Asia-focused marketing activities such as product introductions, advertising, promotions, and pricing for a \$50M business.

EDUCATION

Bachelor of Science, Electrical Engineering (BSEE), Marquette University, Milwaukee, WI.