

CHAD M. DEGRAFF, R.T.(R)(CT)

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SUMMARY

More than 20 years of experience in the healthcare industry, ranging from the clinical setting to culminating in applications education management and Product Marketing Management. Strong leadership and communication skills which facilitates success in attaining commitment and teamwork. Demonstrates a strong ability to listen and effectively communicate information to facilitate smooth and successful business operation.

PROFESSIONAL EXPERIENCE

SIEMENS MEDICAL SOLUTIONS USA, INC., Malvern, PA

2000-present

Education Business Manager – CR – Education Services (2012-present)

- Business responsibilities for profit/loss, capacity planning, and educational offerings
- Developed and managed CES training plans and skills matrices for new hires and experienced education specialists
- Monitored sales forecasts, division requirements, customer needs and market opportunities for proactive resource planning
- Maintained and improved clinical education price book and quoting diagrams
- Established and maintained monthly modality calls to ensure education specialists have the latest information regarding business unit information and market development
- Heavily involved with Education Services operations for resource deployment and customer
- Proactive collaboration with sales to promote Education Services customer offerings
- Maintain high NPS for CT and RO Education Services
- Point person for Analyst groups such as MDBuyline, KLAS and ECRI

Molecular Imaging Product Manager – SPECT & SPECT•CT (2007-2012)

- Increased SPECT market share, Service contract capture rate and Siemens Net Promoter Score
- Operational lead for pricing admin, Education and Siemens National accounts
- Improved relationship with factory marketing, engineering, logistics and service with MI Business Unit

CT Product Manager – Cardiac (2006-2007)

- Managed cardiovascular CT product offerings
- Lead for sales and customer clinical education
- Increased Clinical Engine sales for CT and low dose CT

Global Applications Support Manager (2003-2006)

- Supported new product launches with education, marketing, and personnel
- Global training for education specialists and sales relating to new products and software
- Managed trade shows such as RSNA, ECR, SCCT, ACC

Advanced CT Applications Specialist (2002-2003)

- Key education person for Mayo Clinic, UCLA
- Demonstrator for major trade shows

CT Applications Specialist (2000-2002)

- Educated customers on use of new CT systems across USA
- High satisfaction rating for all customer education

MEDIMAGE, Inc., Owner/Operator**1998-2000**

- Owned and operated mobile CT scanner
- Account set up, billing of services to insurance and self-pay patients
- Drove mobile unit, performed CT scans, and conducted all maintenance

SETLIFF CLINIC, Sioux Falls, SD**1997-1998*****Department Manager***

- Oversaw four radiology clinics including set up and department workflow
- Personnel training

EDUCATION**Radiologic Technology Certificate, Queen of Peace School of Diagnostic Imaging
Mitchell, SD****1994****TECHNICAL TRAINING**

Microsoft Office:

- PowerPoint
- Word
- Excel
- Sh@re

CERTIFICATIONS AND LICENSES

July 1994 - The American Registry of Radiologic Technologists

RT(R)(CT)

AWARDS2010- 2012
2002Multiple Siemens You Answered Awards
CT Applications Specialist of the Year
Siemens Medical Solutions USA, Inc.