

# PATRICK F. DOWNING

20 Cranberry Drive  
Franklin, MA 02038

## EXECUTIVE SUMMARY

An executive and operations leader with over 25 years experience with full P&L responsibilities and a proven track record for driving sales, market share, and profitability. An analytical thinker with a strong aptitude for problem solving, streamlining operations, and maximizing productivity. A creative and resourceful decision maker with a talent for making rapid assessments of complex situations, developing detailed action plans and managing to desired results. An inherent entrepreneur with strong leadership, strategic planning and team-building skills. An experienced communicator with the proven skills to promote customer development and retention, optimal employee performance, and a positive corporate culture.

## AREAS OF EXPERTISE

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|------------------------------------------|------------------------------------|
| ✓ P&L / Budget Management                | ✓ Operations Management            |
| ✓ Customer / Relationship Management     | ✓ Leadership and Staff Development |
| ✓ Organic Sales and Business Development | ✓ Change Management                |
| ✓ Strategic Planning                     | ✓ Negotiations                     |

## EXPERIENCE

<b>Aug 2017 – Aug 2018</b>	<b>Citywide Pharmacy, LLC</b>	<b>\$42 Million / 70 employees</b>	<b>Brooklyn, NY</b>
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### *CEO*

- Created and executed an accelerated 12 month turnaround plan
- Restored profitability and achieved 119% growth in revenue in same 12 month period
- Led company through a sale to a competitor, allowing ownership to maximize return

<b>Sep 2014 – Mar 2017</b>	<b>Partners Pharmacy Services, LLC</b>	<b>\$300 Million / 850 employees</b>	<b>Springfield, NJ</b>
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### *President and CEO*

- Hired as COO and was promoted to CEO after 6 months
- Drove turn-around efforts including recruiting a new senior management team, streamlining operations, and divesting unprofitable business
- Managed company to overcome a \$19 million loss, restoring profitability and positioning company to achieve future success
- Improved gross margin by nearly 4% through re-contracting and purchasing optimization
- Reduced operating expenses by more than 15% through process and payroll efficiencies
- Expanded sales team and revamped sales process resulting in 20% organic growth
- Promoted a positive organizational culture by implementing a multi-faceted employee engagement program
- Acquired and seamlessly integrated a regional competitor with 98% retention of customers
- Strategically acquired an automated dispensing technology company, serving as President

<b>Jun 2013 – Sep 2014</b>	<b>OrionRx, LLC</b>	<b>\$45 Million / 75 employees</b>	<b>Louisville, KY</b>
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### *President and CEO*

- Brought in as COO to initiate turn-around and promoted to CEO after 6 months
- Stabilized operations, stopped customer exodus, restored profitability
- Positioned company for sale to satisfy shareholder objectives

## EXPERIENCE

Sep 2012 – Jun 2013	Catalyst Healthcare, LTD	\$3 Million / 20 employees	Kelowna, BC
	<i>President and COO</i> <ul style="list-style-type: none"> <li>Managed this start-up technology company to successfully secure Series B funding</li> <li>Transitioned company from the start-up/development stage to its operational stage</li> </ul> <p>Worked with the CEO and Board to create the strategic vision for the company and then translated that vision operationally</p>		
Feb 2004 – Jun 2012	Omnicare, Inc.	\$6.2 Billion / 10,000 employees	Covington, KY
	<i>President, Northeast Division (2010-2012) of Fortune 500, Public Company</i> <ul style="list-style-type: none"> <li>Responsible for overall leadership and financial performance of one of the largest divisions (including Canada) with annual revenues in excess of \$1.3 billion and 2,300 employees</li> <li>Achieved nearly 15% profitability across entire division</li> <li>Served as company's Board Member to Sigma Care, an industry leading electronic medical record (eMR) software platform</li> </ul> <p><i>Regional Vice President, Northeast (2005-2010)</i></p> <ul style="list-style-type: none"> <li>Responsible for overall leadership and financial performance of the New England region with annual revenues in excess of \$600 million</li> <li>Implemented best practices and standardization across the region resulting in significant efficiencies and company-leading double-digit profitability</li> <li>Achieved greater than 50% market share in each state</li> <li>Successfully completed consolidations of four sites and the regional integration of a large national competitor, following its acquisition</li> <li>Assumed responsibility for New Jersey in 2007, and successfully implemented a comprehensive turn-around plan</li> </ul> <p><i>Executive Director of McClelland Health Systems and Value Pharmacy (2004-2005)</i></p>		
May 1990 – Feb 2004	McClelland Health Systems	\$21 million / 50 employees	West Springfield, MA
	<i>President and CEO / Owner</i> <ul style="list-style-type: none"> <li>Served as Vice President of Operations from 1990-1993</li> <li>Starting with a retail pharmacy, launched a medical equipment and respiratory company and an institutional pharmacy serving home-infusion and long-term care markets</li> <li>Achieved a compounded annual growth rate of nearly 25% over an eleven year period</li> <li>Sold the three businesses to national providers in their respective market</li> </ul>		

Patrick F. Downing (continued)

EDUCATION

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Columbia University, Graduate School of Business - New York, NY 2003

- Master of Business Administration

Purdue University – West Lafayette, IN 1990

- Bachelor of Science in Pharmacy

INTERESTS

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Music, Travel, Golf, Skiing, Scuba Diving