

KHALILAH N FILMORE

CONTACT



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www.medkeensolutions.com

SKILLS

- Talent Development
- Strategic Visioning
- Digital Transformation
- Change Management
- Project Management
- Operational Efficiency
- Business Development
- Data-driven decision-making
- Process Improvement
- Solution Innovation

LICENSES

- Practical Nursing License, Florida
- Certified Professional Business Intelligence, Villanova University

HIGHLIGHTS

- **Implemented Data-Driven Strategies:** Achieved a \$1.6 million revenue increase through strategic data utilization.
- **Led Cross-Functional Teams:** Guided teams to surpass key business objectives and performance targets.
- **Forged Distribution Partnership with PsyTechVR:** Enhanced technological integration and client

As the founder and CEO of MEDkeen Solutions® since 2016, Khalilah Filmore offers over two decades of profound healthcare experience across Managed Care, Long Term Care, Acute Care, Private Practice, and Hospice settings. As a Licensed Practical Nurse with a Bachelor of Science in Health Administration and certification in Business Intelligence, the diverse background is complemented by specialized training in marketing, program development, and data analysis. This unique combination of medical and business acumen enables exceptional leadership and innovation within healthcare and its adjacent sectors, significantly impacting organizational strategy and client outcomes.**

PROFESSIONAL JOURNEY

January 2016 - Current

CEO MEDkeen Solutions, Nationwide Services

- Increasing Revenue – Operations, Audits, Billing/Coding, Re-credentialing, Marketing, Benefits Administration
- Established new revenue streams by identifying market opportunities and launching innovative products or services.
- Updated business processes, products and team makeups to generate more business opportunities and cater to audience needs.
- Managed partnerships and strategic business relationships by negotiating contract terms and handling conflicts.

April 2014 - October 2015

Manager, Physician Relations Team Orlando Health (OH)

- Managed 9 FTE's across service lines - Increased New Referrals AVG 12k & contributed to over 23M in revenue to organization
- Implementation of NEW PRM platform managing productivity of team and soon market data through Evariant.

April 2012 - April 2014

Director of Business Development Samaritan Care Hospice Of Florida

- Increased Average Daily Census by 29%, developed highly skilled & motivated sales/admissions team
- Increased Brand Visibility & First Ever Ad/Digital Campaign, first digital/TV ad campaign in the history of SCH.

February 2009 - April 2012

Professional Sales Representative Takeda Pharmaceuticals

support through a strategic partnership.

- **Developed M-SOLVE Methodology:** Crafted a proprietary agile methodology to improve operational efficiency and client issue resolution.
- **Launched BridgePath Professional Development:** Initiated a development program with a focus on empathy, improving customer engagement and team responsiveness.
- **Innovated Quality Measures Program:** Created a data-driven case management program to enhance patient medical compliance and healthcare outcomes.
- **Predicted Telemedicine Advancement:** Authored an article on the rise of telemedicine in *FloridaMD* magazine, showcasing foresight two years before the global pandemic emphasized its necessity.

AFFILIATIONS

- Board Member Special Projects, Women In Defense Space Coast Chapter
- VP of Membership, Armed Forces Communications & Electronics Association International (AFCEA)
- Advisory Board Member, Seminole State College
- Advisory Board Member, Everglades University

- District Product Lead (Edarbi/EdarbyClor)
- Over Goal Attainment & District Leading Performance

April 2006 - February 2009

Sales Representative VITAS

- New Business & Territory Growth
- Increased new business by 55% and grew territory by 25%
- Goal Over Attainment
- Exceeded monthly goals by average of 3-5 patients and quarterly goals by average of 8-10 patients.

April 2003 - April 2006

Clinical Nurse Liaison HCR ManorCare

- Exceeded 85% occupancy goals in a tight economy through niche disease management programs
- Increased Medicare census by 22%, ortho patients by 50%, oncology by 44%; CVA patients by 30%, diabetic patients by 20%, and managed care patients by 22%
- Increased hospital market share by 138% at top 5 hospitals..

EDUCATION

Bachelor of Science Health Care Administration
UNIVERSITY OF PHOENIX

Licensed Practical Nurse Nursing
Valdosta Technical Institute, Valdosta, GA

Master Certificate Business Intelligence
VILLANOVA UNIVERSITY