

Stephen Carpio

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East Northport

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New York 11731

Experience

Gerson Lehrmann Group Healthcare Division

Healthcare Industry Consultant
Manhattan, NY

2007-present

A healthcare industry consultant advising clients as to the understanding of the durable medical equipment (DME) market. Advising the better understanding of the various segments of the industry, the product offerings in each segment, trends in manufacturing, distribution strategies to leading players. In addition, the disposable medical supply market is also being consulted. Specialties are Purchasing, Research, Marketing Sales and Operations, Consulting to Medical Device investment groups.

Sarjenco Home Medical Supply

Executive/Owner
East Northport, NY 11731

1988-2007

Responsible for the sales, training, purchasing, marketing and operations of all disposable and durable medical equipment. Consulting with clinicians, Case Managers, Home Health Care Agencies and private insurance carriers i.e. Oxford Healthcare, Workmen's Compensation, Nation's Care Link. Consultant for profit and non-profit agencies for medical products currently available for positive patient outcomes. Consulting with clinicians, PTs, OTs, RNs and purchasing administrators at hospitals and nursing homes for the healthcare medical product needs for their patients.

- In-service on selected wound care and medical products to a diverse population. Purchasing product or service specifications; to help develop cost reduction activities to keep operating costs to a minimum.
- Solely responsible for confidentiality with prudent business practices in all vendor interactions and negotiations. Procurement of various commodities and changing of priorities through excellent organizational skills.
- Traveling to on-site settings 50% of the time to patient's location for evaluation of product needs for a better quality of life. Performed in home safety assessments, to include home and vehicle modifications.
- Performing in-service Injury Prevention program with a unique state of the art patient lifting device for caregivers. Helped reduce the number of workmen's compensation claims to Skilled Nursing Facilities including profit and non-profit organizations.

Graham Field Health Products

Purchasing Agent Hauppauge, New York

1985-1987

Responsible for increasing revenue of a multi-million dollar company utilizing timely and cost saving purchasing expertise.

- Purchasing directly from manufacturers of medical disposable and durable medical equipment, respiratory, scientific and biomedical products.
- Improved purchasing of components for assembly work on hospital related items sold by the company.
- Researched selection of medical products from prospective vendors for increased market share.

United States Navy
USS SARATOGA CV-60
Dental Petty Officer
Honorable Discharge

Preventive Dentistry Petty Officer Clinician singularly responsible for the success of the Preventive Dentistry Dental Program

Education

Stony Brook University
School of Health Technology and Management
Graduate Study Health Care and Management Policy M.S. Degree Class 2009

Stony Brook University
Advanced Healthcare and Policy Management Certificate 2008

Internship Nesconset Nursing Center
Working with the Administrator, Directors of Recreation, Social Services, Nursing, Plant Operations, Business Office, In-Service Training, HR, Nutrition, Quality Assurance, Admissions, CFO, Rehabilitation, Infection Control, Utilization Review and Discharge planning.

Relevant Coursework Graduate Level

- Leadership in Healthcare
- Long Term Healthcare
- Healthcare Facility Operations
- Group Dynamics
- Healthcare Policy and Management
- Principles and Practices Public Health
- Medical Ethics in Healthcare
- Healthcare Informatics
- Healthcare Financing
- Sales and Marketing
- Group Dynamics
- Research & Design Proposal Writing
- Statistics and Data Analysis

St. Joseph's College
Patchogue, New York
BA Human Relations (Sociology and Psychology) 1980

Professional Accomplishments

Leadership Award Long Island Business leader 1998
Outstanding Service award 1999 for helping MS members
Outstanding Volunteerism award 2000 MS society

Professional Organizations

Member American College of Healthcare Executives (ACHE)
Member Association of Hispanic Healthcare Executives (AHHE)
State Society on Aging of New York (SSA)

Skills

Microsoft Office 2007 Power Point Microsoft Outlook, Access and Excel
Sage Sales Logix (Account, Contact & Opportunity Management, Sales Process and Forecasting & Territory Alignment Software), Peachtree Accounting 6.0 (AR, AP, General Ledger and Inventory Management)