

JARED ROTH

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Healthcare Strategy & Analytics Leader

Professional Summary

Data-driven strategist with 9+ years of experience leading revenue growth, operational transformation, and analytics in healthcare and tech. Combines advanced tools with a consultative leadership style to streamline workflows and deliver measurable ROI. Proven success scaling analytics and driving M&A initiatives across private equity and venture-backed healthcare organizations.

Core Skills

- Healthcare Analytics
- Power Automate
- Care Delivery Optimization
- EMR Systems (Athena, ECW)
- Pharmacy Operations
- Power BI
- SQL
- Salesforce
- Analytical Modeling
- Microsoft Fabric
- Product Management
- Process Optimization

Professional Experience

Consultant, Verity Development Partners

January 2023 - Present

Led M&A execution, analytics infrastructure, and growth strategy for orthopedic and pain management groups; built automated pipelines and dashboards from EMR systems to drive revenue optimization and provider performance.

- Led M&A readiness and operational strategy for multi-site healthcare groups; translated complex EMR and claims data into strategic reporting that drove \$65M+ in LOIs and a \$36M+ closed transaction.
- Built automated reporting infrastructure using Microsoft Fabric, Power BI, and Power Automate, increasing analytics delivery to the board, C-suite, and clinical audiences.
- Managed and mentored a cross-functional team responsible for market research, buyer interviews, and operational modeling to support PE transactions and long-term care delivery improvements.
- Designed and delivered weekly investor insights decks, quarterly board presentations, and clinic director dashboards to drive transparency and execution across stakeholders.
- Created dynamic provider dashboards and monthly incentive calculations to align clinical behavior with revenue and patient outcomes; automated distribution for orthopedic and PT teams.
- Modeled onboarding cost, ramp timelines, and downstream margin contribution of new providers and surgeons to inform workforce planning and investment decisions.
- Developed RCM analytics packets detailing A/R aging, denial trends, and collection performance by payer, provider, and location to support operational visibility and billing improvement.
- Partnered with leadership to identify growth opportunities, reduce margin leakage, and operationalize KPIs across scheduling, documentation, and billing workflows.

Provider Partnership Manager, Capsule Pharmacy

October 2021 – January 2023

Oversaw national provider partnerships and designed clinical fulfillment workflows for Capsule's digital pharmacy platform, improving patient access, partner retention, and prescription volume across surgical and cardiology channels.

- Managed 200+ strategic provider partnerships supporting over 2,000 weekly patients across surgical and medical specialties.
- Held biweekly performance and reporting calls with enterprise healthcare executives and medical directors in Nashville and Denver.

- Built tailored workflows for high-volume plastic surgery practices to route prescriptions directly to surgery centers, eliminating unnecessary in-transit patient steps.
- Designed “meds-to-beds” discharge protocols with cardiology teams to ensure pre-discharge prescription delivery and improve post-op medication adherence.
- Identified and resolved national payment collection inefficiencies, driving a \$300K increase in recovered revenue across Capsule’s pharmacy network.
- Built analytics dashboards in Looker and Google Studio to inform leadership decisions and surface trends for providers, care teams, and the GM.
- Leveraged Definitive Healthcare data to identify and prioritize top prescribers, enabling targeted engagement and measurable increases in prescription volume.
- Collaborated cross-functionally across pharmacy operations, product, and customer support to ensure timely fulfillment and partner satisfaction.

Market Operations Manager, Bellhop Moving

August 2016 – October 2021

Led operational expansion, market strategy, and workforce management for Bellhop’s highest-growth territories, overseeing 200+ contractors and using data to drive quality, profitability, and customer satisfaction across multiple U.S. markets.

- Launched operations in New York and Omaha, establishing apartment-building partnerships and leading full-cycle contractor hiring, onboarding, and training.
- Oversaw intrastate driver strategy across Texas markets, achieving the region’s highest contribution margin company-wide.
- Managed day-to-day operations for 200+ contractors across top-performing markets including Dallas, Austin, and Washington D.C.; consistently exceeded KPI targets and promoted based on performance.
- Conducted virtual training sessions resulting in 4.9 CSAT, <3% damage rate, and scalable best practices adopted across multiple regions.
- Used SQL, Tableau, and Salesforce to analyze market health, identify performance gaps, and support strategic decision-making.
- Relaunched the underperforming Seattle market, raising customer ratings from under 4.0 to above 4.8 and reducing damage rates through process and quality control redesign.
- Designed and deployed contactless moving protocols in response to COVID-19, enabling continuity of operations and capturing new customer segments.

Education

University of Tennessee, Chattanooga

Bachelor of Science in Business Management | May 2018

Leadership & Community Involvement

- **Eagle Scout (2013):** Demonstrated commitment to service, leadership, and project execution.
- **Feeding America (2015):** Organized and led a campus-wide food drive through Lambda Chi Alpha, donating 30,000+ lbs. to the Chattanooga Food Bank.
- **Nashville Tornado Relief (2020):** Coordinated emergency supply distribution to multiple shelters across the city in the immediate aftermath of the disaster.
- **One Generation Away (2024):** Assisted with mobile pantry distribution and logistics, helping deliver fresh, rescued food directly to underserved communities across Middle Tennessee.