

Sarah M. Pumphrey

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PROFESSIONAL EXPERIENCE

Decisive leader that inspires team to deliver fast. Global experience across Finance, Business Development, and Marketing. Energized by challenge, translates vision into results.

Lead Dynamic Change

Create opportunity
Global transformation

Drive Tangible Results

Drive tangible growth
Simplify complexity

Inspire Team

Influence across boundaries
Lead diverse teams

PHILIPS, DIAGNOSTIC IMAGING

(Apr 2013 – Present)

Director Business Development & Marketing

(Feb 2020 – Present)

- Delivered service commercial revenue growth of 6% on ~\$1B business in 2021.
- Responsible for portfolio, upstream, and downstream marketing of MRI services including education; launched new business with 65% growth in second year.
- Drove commercial strategic planning and annual operating plan (AOP) for MR Service business, aligning key enablers to deliver dynamic growth.
- Led 2 departments and diverse team of 24 people across 5 global sites. Active Leadership Team member of ~\$1B business.

Director Program Management (R&D)

(Oct 2016 – Feb 2020)

- Responsible for MR 1.5T product development programs, including new product introductions (NPI) and portfolio management.
- Led team of 10 Project Management Directors in 18-month global transformation of cross-functional development process, executed on time.
- Directed portfolio management innovation decisions for €0.5B business.
- Led successful resolution of high-profile customer escalations to ensure thorough root cause investigation, prompt containment, and systemic resolution in design.

Senior Program Manager (R&D)

(Jul 2014 – Oct 2016)

- Led global program management of large-scale transformation programs including Scaled Agile (SAFe), Design for Reliability, and Project Management.
- Created program management from initiation to completion, partnering with 50+ global stakeholders and managing a sphere of influence with 300+ colleagues.
- Established charters, project plans with critical path, resource allocation, and risk mitigation across portfolio of programs with 5 businesses and 15 sites.

Senior Finance Manager**(Apr 2013 – Jul 2014)**

- Provided insightful analysis to executive leadership regarding financial performance, risks, opportunities, and mitigations in support of \$390MM P&L.
- Strategic finance partner to executive leaders in Business Transformation, HR, Marketing and Events.
- Managed financial relationship with McKinsey strategic consultancy.

FIRST WIND, Senior Financial Analyst**(Apr 2011 - Apr 2013)**

- Managed financial analysis of ~\$300MM Joint Venture for a private-equity utility-scale wind power with 200+ employees.
- Completed project finance valuation of wind farms, supporting \$20MM negotiation with joint venture and renegotiation of external bank funding.
- Managed joint venture financial performance, reporting, and contract.

GENERAL ELECTRIC**(Jul 2005 - Dec 2010)****Financial Planning & Analysis Manager; GE Healthcare Molecular Imaging**

Managed profit margin improvement and market share analysis of complex \$0.5B (revenue) P&L including nuclear medicine, PET, and Radiopharmacy.

Corporate Audit Staff (CAS); GE Corporate

Selected to join premier corporate leadership program that provides global experience across GE businesses, demanding flexibility and rapid expertise in complex concepts.

Financial Management Program (FMP); GE Plastics

Joined leadership program that develops analytical skills through six-month rotations across commercial, operational, and corporate finance.

LEADERSHIP & INTERESTS

Adaptive Leadership (Top 1%), Executive Coach, 2021

Won Philips Excellence Competition, 2020

MR Leadership Development Center (Top 3%), 2019

Board Fellow, Community Dispute Settlement Center nonprofit, 2018

Philips Game Changer Award, "Lead by Example", 2017

EDUCATION AND TRAINING

MBA, Babson College, 2018

Certified Project Management Professional (PMP #1817981), 2015-2020

Lean Leadership, 2018 & 2014

Bachelor of Science in Business Administration, Ohio State University, 2005