

# Zachary Ruff

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## Education

**MASTERS BUSINESS ADMINISTRATION | JAN 2021 | WESTERN GOVERNORS UNIVERSITY**  
**B.S. IN RESPIRATORY CARE | OCT 2018 | SAN JOAQUIN VALLEY COLLEGE ONLINE**  
**A.S. IN RESPIRATORY CARE | JUNE 2013 | SAN JOAQUIN VALLEY COLLEGE**

## Experience

### **PROJECT MANAGER/BUSINESS DEVELOPMENT LEAD | BLOCKZERO LABS | 10/2021-PRESENT**

- Develop partner criteria and source outside projects that would be a good fit for our product
- Develop and maintain contact sequences for both cold and warm outreach
- Proactively search for all potential outlets of revenue for the company through current customer connections, cold calls, and new customer inquiries
- Update and manage CRM software (currently Trello, but have previously used HubSpot)
- Identify and engage with key decision makers
- Establish partner KPIs to determine action items for distribution team
- Facilitate agreements and transactions between parties
- Manage projects from outreach to through end of partnership
- Oversee community engagement and growth strategy

### **DIRECTOR OF RESPIRATORY CARE SERVICES | DIGNITY HEALTH | 01/2021-01/2022**

- Responsible for day-to-day operations of the Respiratory Therapy and EKG departments across two facilities totaling 222 acute care beds
- Responsible for fiscal management of departments generating \$100+ million in revenue per year
- Assessment, monitoring, and improvement of department budget and productivity
- Strategic management involving new lines of service, implementation of
- End to end management of 2 full time supervisors, 60+ full time staff, and 20+ as needed staff
- Work closely with the local CoArc accredited respiratory therapy program to facilitate clinical instruction of current respiratory therapy students

### **CREATIVE SALES AND ACCOUNT EXECUTIVE | VISIBLE CULTURE | 05/2020-01/2021**

- Part-time commission only sales position
- Create and sell custom branded products to businesses
- Targeted cold outreach of potential clients
- Communicate virtually with clients to develop product packages that suit their needs
- Back-end order management, supplier relations, order issue resolution

### **DIRECTOR OF RESPIRATORY AND SLEEP | STAR VALLEY MEDICAL CENTER | 08/2018 -11/2021**

- Oversee all aspects of Respiratory Therapy and Sleep Lab departments including fiscal management of \$12+ million in revenue
- Recruit for Respiratory Therapists, Polysomnographic Technicians, Support Staff, and Physicians
- Create all policies and competencies relating to Respiratory Therapy and Sleep Lab
- Perform pulmonary function tests and all other aspects of Respiratory Therapy
- Ordering and inventory of all respiratory and sleep lab related equipment
- Perform staff evaluations, hire, and onboard new staff members

### **VICE PRESIDENT | WYOMING SOCIETY FOR RESPIRATORY CARE | 11/2019-09/2020**

- Elected position for State Society
- Chair of Election Committee for society board elections
- Assist in logistics, planning, and directing of yearly conferences, budgeting, and strategic direction of the Society
- With President and other Board members, ensure that State Society's goals and strategies align with those of the American Association of Respiratory Care (AARC)

### **RT INSTRUCTOR/INTERIM DIRECTOR OF CLINICAL EDUCATION | SAN JOAQUIN VALLEY COLLEGE | 01/2016 – 08/2018**

- Oversight of 3 clinical instructors over multiple facilities
- Provide students with basic and advanced knowledge of Mechanical Ventilation and Neonatal/Pediatric respiratory care
- Devise lesson plans and demonstrations
- Program Awarded Distinguished RRT Award from CoARC two consecutive years 2017-2018

### **CHARGE REGISTERED RESPIRATORY THERAPIST | KERN MEDICAL CENTER | 07/2013 – 08/2018**

- Exceptional respiratory care of acute surgical, trauma, and internal medicine patients of all ages
- Charge therapist responsible for staffing and supervision of up to 6 therapists per shift
- Intubation and mechanical ventilation initiation and management
- High risk delivery team, out of facility transport
- Training of new staff members

### **Skills & Abilities**

- Relationship Building, Cold Outreach, Strategic Planning, Project Management, Productivity Tracking, Patient Satisfaction Tracking, Quality and Process Improvement, Interdepartmental Process Improvement, Policy Creation and Implementation