

MARK W. STOCKHOWER

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SOLUTIONS ARCHITECT | EXECUTION LEADER | COACH & FACILITATOR

Customer-driven business leader who works with companies both large and small that need to solve complex problems and drive growth to the bottom-line. Experienced in Healthcare, Professional Services, and Technology.

Enabled the launch of new companies and products, and the turnaround of difficult teams, projects, and initiatives. Drives ideas into action in dynamic, ambiguous, and complex environments. Servant leader with proven resilience in helping organizations regroup and move forward in the wake of unexpected events. Uses strategic, systems thinking coupled with cross-functional collaboration to overcome obstacles and achieve goals and objectives.

PROFESSIONAL EXPERIENCE

M W Stockhowe & Associates, Burnsville, MN

2020 – Present

Board Facilitator and Executive Coach

- Organize and facilitate peer advisory boards, executive coaching, and senior leadership team facilitation.
- Partner with small business owners to increase their strategic focus to support business and personal success.

Program, Product, Engagement & Operations Consultant

- Project and fractional consulting
- Interim CEO, COO, CIO assignments

OPTUM (part of UnitedHealth Group), Eden Prairie, MN

2010 – 2020

Senior Director, Advisory Services Unit (OPTUM's 1,200-consultant health care consulting group)

Product Champion

- Partnered with practice leads to develop business cases, strategy, new product proposals, and annual capital requests.
- Co-led strategy development and proposal for a reboot of a stagnant key practice.
- Drove annual portfolio management and strategy review.

Program Manager / Engagement Manager

- Led a large, time-compressed program for an on-time launch of an insurance exchange for a payer client.
- Led startup and initial phases of a large nationwide ACO network program, including proposals for capital budgets.
- Led remediation of a failed project for a life sciences client, enabling retention of a seven-figure annual revenue stream.

Client Partner / Account Manager

- Co-led a client team growing from \$6M to over \$20M in annual revenue over three years.
- Led a team to propose, close, develop and deliver a \$1M reporting solution across multiple business segments.
- Uncovered and developed a \$10M+ product and service sales opportunity during a small remediation project.

Practice Development

- Proposed and led efforts to improve organizational culture, employee engagement, and sales effectiveness.
- Co-facilitator of the OAS capstone course for consultant development program, training 90 consultants each year.

AGLYTIX (formerly Superior Edge), Mankato, MN

2004 – 2006 & 2009 – 2010

GM, VP Product

Early stage sales enablement software company.

- Teamed with CEO on sales strategy and execution, including proposal and delivery to a Fortune 100 client valued at \$14M.
- Led product direction and strategy, marketing, development and patent strategy.
- Partnered with CEO on a key pivot, shifting the company's focus from training to execution enablement.

PROFESSIONAL EXPERIENCE (continued)

OPTUM, Golden Valley, MN **2007 – 2008**

Product Manager (Portfolio of OptumHealth High Risk Case Management products)

- Recognized for leadership as part of a team creating and successfully proposing integrated Public Sector products.
- Drove programs to educate the division on the unique qualities of Medicare and Medicaid populations.

IQRESELLER (formerly Aztecha), Minnetonka, MN **2002 – 2004**

President

Software company providing an integrated sales and business solution for technology resellers.

- Responsible for all aspects of operations, including product, sales, customer service.
- Led company from pre-revenue development to commercialization and first 18 customers.
- Rebuilt the staff from the ground up to develop a results-driven, collaborative culture.

ADDITIONAL RELEVANT EXPERIENCE

Agiliti	Director of Strategic Sales
CIBER	Area VP & Branch Manager
FPX (formerly CWC)	Global Account Director
Advanced Modular Solutions	Business Unit Manager
Digital Equipment Corporation	Sales and Marketing Management
	Sales Representative
	Software Consultant

EDUCATION

Degrees

Master of Business Administration (MBA)
Bethel University

Bachelor of Science (BS), Business Administration
Cardinal Stritch University

Certifications

Agile Certificate – University of Minnesota
Certified Change Practitioner - Prosci
PMC Level IV – Pragmatic Marketing Institute
Optimal Product Mgmt and Mktg – 280 Group
Certified Facilitator & Coach – The Alternative Board

ACTIVITIES

- Marriage Mentor: River Valley Church
- Member, Past President and Board of Directors: Burnsville Rotary Clubs
- Staff Volunteer: Feed My Starving Children, Junior Achievement