



Allen Nazeri

Experienced Healthcare Executive in Operational Management and Group Affiliations

Nationality: US Citizen

DOB: November 3rd, 1966

Status: Married

Open to relocation

Work Permit: USA/Canada/Thailand



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Skills

Formal Education

Master of Business Administration
(Investment Banking | M&A)

University of Bedfordshire,
United Kingdom

DDS- Doctor of Dental Surgery

1990

Creighton University
Omaha, Nebraska, USA

Leadership
Team Building
Negotiation Skills
Consultative Sales
Performance Management KPI
Strong Communication Skills
Time Management
Financial Management
Ability to Work Under Pressure
Perseverance
Emotional Intelligence
Multi-Cultural Intelligence
Superior Customer Service
Outside of Box Thinker

Work History

Other Education

The Ritz-Carlton
Leadership Center

The John Maxwell
Leadership Coaching
Certification

The Disney
University

Nazeri & Company Co., Ltd. A Healthcare Consulting & Advisory firm 2014-Present

-A consulting and advisory firm that has provided consultancy in areas of change management, operation, value chain, systems and processes to healthcare professionals across the globe

_ Assisting dental groups to develop, scale through organic and non-organic methods of expansion and prepare them for a partial or a complete financial exit through increased valuations

_ Sourced, Negotiated and Closed 17 Licensing Agreements for MALO CLINIC Global in Thailand, Singapore and Norway valued at \$68.0 M within an 18 month period

_ Streamlined operation of a large leading dental group in Thailand through implementation of various performance management metrics (KPI) for all departments

_ Increased company valuations by 30% focusing on Revenue Growth, Development of IP assets

_ Assist companies in both pre and post integration

_ Achieved a major milestone of increased Revenue 35% or nearly \$4.8M in Sales for a dental group in Thailand through training and development of dentists

_ Reduced of operational cost nearly 25% in a foreign country within first 18 months of job assignment

Founder & Operator of Dental Clinics & Laboratories in USA 1990-2014

I practiced as a dentist and developed, scaled number of dental clinics and exited from them

Northwest Institute for Cosmetic Dentistry 5 branches. Sold to a Partnership in 1993

Dental Care USA- A single large 50 provider dental clinic Sold in 2002 to a Private Equity Backed DSO

New Image Creation Dental Laboratory- a Multi-State full service dental laboratory. Sold to Chinese Private Equity in 2008

US Prosthetic Dental Laboratory exited through a merger in 2009

Cornerstone Dentistry- A high end dental group chain, sold and exited in 2014

Closing Note

I am a highly achieved senior executive with an entrepreneurial mindset, very capable of leading and managing up to 1000 employees, great at analyzing bottlenecks in operation and implementing new change management models to grow revenue and decrease cost. I can adapt very easily to work within any industry and apply basic business principles that I have learned through 30-years of entrepreneurship, consulting and my formal MBA education.

As someone who has also worked with number of clients internationally, I am uniquely qualified to bridge the intra-cultural gaps in organizations and move all team members to a common goal and vision.

As a catalyst and a star player on any team, I am comfortable to derive performance without any supervision and create new directions for the company when needed. I see myself as an intrapreneur in an entrepreneurial company and having the empowerment to achieve results is highly important to me for a long-term relationship.