

[0014 "CNO Resume"]

**MARY JONES**  
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A healthcare executive with more than 13 years' experience in cancer services management for leading medical centers and tertiary acute-care hospitals. Successful in growing the oncology service line, introducing state-of-the-art technology and acquiring grant funding for research.

A highly knowledgeable leader with excellent interpersonal and leadership skills who gains the respect of staff and physicians by creating a supportive and collaborative environment.

## **PROFESSIONAL EXPERIENCE**

**Jesuit Rescue Hospital**, Los Angeles, California

2003-Present

**Vice President, Oncology Services** (2005-Present)  
**Administrative Director, Cancer Services** (2003-2005)

Lead operations, business development and marketing for the oncology service line with responsibility for outpatient cancer services, a breast center, a tumor registry and the clinical research program of a 334-bed, non-profit, major medical center. Direct a home health agency with 2,500 visits per month. Manage a \$23.7 million budget and 40 staff.

- Grew cancer center services volume by 60% in five years through increasing MediCare volume, improving physician relations and negotiating competitive payor contracts.
- Supported three medical directors by creating an oncology management team comprised of physicians and key clinical and managerial staff, increasing collaboration in business strategy and operational changes.
- Achieved participant status in National Cancer Institute prevention studies for prostate and breast cancers, one of the only two programs selected in Southern California.
- Managed a 12,000 square foot construction project that doubled the cancer center, with responsibility for capital budget planning and board approval for funding, design consulting, equipment selection and licensing with regulatory agencies.
- Successfully secured \$3 million in capital funding for the purchase of linear accelerators in a highly competitive corporate justification approval process. Grew revenue by 25% in the first year.
- Consistently rated 98% in patient satisfaction by creating a positive environment and staff training.
- Oversaw a renovation project that added 2,500 square feet to the Breast Cancer Center, with a projected volume increase of 100% over five years.

**HBM Medical Center**, San Diego, California

1999-2003

**Director, Cancer Center**

Spearheaded the startup of the cancer program for a 210-bed community hospital. Formulated a business plan, wrote policies and procedures, developed a marketing strategy and set up operations for outpatient services, including screening, early detection, support groups, and patient, physician and public education.

- Secured \$1 million in funding for the cancer program from a private donor by facilitating the development team in articulating the vision for the program.
- Recruited a radiation oncologist.

**Loyola Marymount University Medical Center**, Los Angeles, California

1994-1999

**Assistant Director, Oncology Services (1998-1999)**  
**Administrator, Clinical Cancer Center (1994-1998)**

Directed the administrative support function for the department. Managed the startup of a 15,000 square foot radiation oncology treatment facility for a university-affiliated acute-care hospital and outpatient center. Oversaw residency and fellowship training program.

- Coordinated research funding activities, including grant preparation, submission and compliance. Directed pricing strategies relative to competitive markets. Monitored readiness for JCAHO accreditation and licensing standards. Reported to the Associate Dean of the medical school.
- Acted as a liaison with the construction team and architects for the design and building of a four-story tower with 50,000 square feet for outpatient services, including diagnostic and therapeutic.

#### **PRIOR EXPERIENCE**

Began career as a staff nurse in a major medical center and community hospitals with progressive management responsibility. Worked as the manager of radiation therapy for Montebello Hospital.

#### **EDUCATION**

**University of California, Los Angeles**, Los Angeles, California

**Master of Public Administration, Health Care Services**

**California State University, Los Angeles**, Los Angeles, California

**Bachelor of Science**

#### **PROFESSIONAL ACTIVITIES**

Association for Cancer Executives, Past Board Member, Newsletter Editor  
American Cancer Society, Los Angeles Chapter Board of Directors