

KIMBERLY RAY

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HEALTHCARE EXECUTIVE

Accomplished Healthcare Executive experienced in clinical research leading teams in operations, sales, and site networks at largest global Contract Research Organization (CRO). Leveraged experience as business leader to set up women's leadership network that won a national award for excellence in 2013.

PROFESSIONAL EXPERIENCE

Independent Consultant, Amelia Island, FL

September 2019-Present

Consulting with a variety of companies regarding clinical research as well as establishing and optimizing women's leadership networks. Customers include the Association of Clinical Research Professionals (ACRP) leading an industry work group focused on the impact of decentralized clinical trials on the workforce.

IQVIA (formerly Quintiles), Research Triangle Park, NC

August 1994 – June 2019

VICE PRESIDENT, Site and Patient Networks

January 2015 – June 2019

Headed strategy group focused on developing new offerings to enhance relationships with both sites and patient groups globally for clinical research. Retired in June 2019

- Began leading IQVIA's site network, Avacare, in late 2017. Set up strategic growth plan that increased revenue over 250%.
- Established the Precision Enrollment Site Network: 100 US sites that can initiate a study protocol within 14 days of identifying a specific patient.
- Established group to conduct patient surveys and facilitate patient advisory boards to differentiate as well as add revenue.
- Consulted with pharmaceutical companies on strategies to improve relationships with investigative sites.

VICE PRESIDENT, Integrated Site Services

January 2013 – December 2014

Led Regulatory Start-up Services as well as Site Relationship groups in North America and Latin America. Responsible for delivery and budgeting for 350-member staff. Met or exceeded all metrics for operations.

- In addition, chaired Quintiles women's leadership network and led the effort to win the 2013 ACE award for best women's leadership network from the Healthcare Businesswomen's Association – the only Contract Research Organization (CRO) to ever win this award.

VICE PRESIDENT, Site and Patient Strategy

June 2011 – December 2012

Headed team that developed operational delivery strategies for upcoming studies. This work included analyzing country feasibility data, leveraging relationships with key sites, and developing targeted patient recruitment strategies so that project teams could deliver enrollment successfully.

VICE PRESIDENT, Global Sales

April 2008 – June 2011

EXECUTIVE DIRECTOR, Global Sales

January 2006 – March 2008

Line management responsibility for sales representatives and sales operations staff. Supervised and mentored sales direct reports to meet and exceed established sales goals. Supervised sales operations staff in the analysis of all corporate global sales data, customer relationship activities, and inside sales activities.

- 2009 exceptional sales management award for team exceeding sales goals.
- Consistently one of top sales professionals in organization. During this time, won eight awards for exceptional sales including two Chairman's Club awards (in 2004 and 2005) that recognized the top five global sales professionals in company.

Additional Relevant Experience

IQVIA:

- **Senior Director**, Account Management
- **Director**, Account Management
- **Associate Director**, Account Management
- **Associate Director**, Emerging Companies Institute
- **Regulatory Specialist**, Government Contracts

Organon Teknika Corporation, Medical Writer/Project Manager
Becton Dickinson Research Center, Associate Scientist

EDUCATION & CERTIFICATIONS

Bachelor of Arts, Chemistry, University of North Carolina Chapel Hill
Quintiles Executive Leadership Program
Good Clinical Practice

MEMBERSHIPS

Kits4Life, Advisory Board Member, 2018 to present

Healthcare Businesswomen's Association (HBA), Member, 2002-2018

Board of Directors & Chair of Advisory Board for Atlanta HBA Chapter, 2011-2012

Atlanta Chapter President 2015; Hosted HBA National Leadership Conference in Atlanta 2015

Quintiles Women Inspired Network, Member 2011-2019

Board 2011-2015

Chairman of Board 2013-2014

Georgia Native Plant Society, Member 1998-2018

Board Secretary 2010-2015

Make-A-Wish Foundation® of Eastern NC

Chairman of the Board 1996-1998, Board Member 1992-1996

Make-A-Wish Foundation® of America: Corporate Documents Committee 1994-1997

PUBLICATIONS

Regulatory Development Using a Virtual Business Model, James Mannion PhD & Kimberly Higgins, Regulatory Affairs Focus, Volume 3, January 1998

Advancing Women's Leadership: Insights from Quintiles Woman Inspired Network, Kimberly Ray & Susan Hundley, Poster, HBA Leadership Meeting, November 2014