

Harvey Sullivan

Talent Unlimited

Summary

Experienced professional with a solid understanding of the various stages/ phases of the project life cycle. Experienced at leading Cerner implementations leveraging proven methodology. Proven track record of aligning project resources and efforts to achieve organizational goals/ imperatives. Experienced managing projects from startup, through design, build, testing, validation, and issue management, to go live.

Experience

- **Talent Unlimited**

Aug 2022 - present

- **Senior Consultant**

Enabled Advisors, LLC (SDVOSB)

Feb 2022 – Present (7 mos)

- **Senior Engagement Owner**

Cerner Corporation

Sep 2014 – Feb 2022 (7 yrs 6 mos)

Accountable for external client relationship •Manage client projects in environments with a high degree of variability and challenges focused on achieving successful, on time, on budget implementations •Maintain and manage scope throughout project.

- **Sr. Manager, Marketing/Internal Communications**

Cerner Corporation

Jul 2011 – Sep 2014 (3 yrs 3 mos)

Started up new team focused on Internal Communications. Initiated and developed associate engagement strategies for increasing engagement with senior leaders and overall Cerner mission.

- **Sr. Manager, Learning and Development**

Cerner Corporation

Mar 2007 – Jul 2011 (4 yrs 5 mos)

Managed teams focused on development of Sales and Consulting new hires. Team was responsible for onboarding and continued associate development. Role leveraged Sales content certifications from Miller Heiman in delivery of Conceptual Selling, Strategic Selling, and Large Account Management Process (LAMP).

Client Executive

Cerner Corporation

May 2005 – Mar 2007 (1 yr 11 mos)

My role was to grow the footprint of Cerner clients in my assigned territory, which involved communicating vision and value of Cerner in replacing current EHR. Involved developing client relationships, interest in opportunities from initial interactions to closing.

Consultant

Cerner Corporation

2001 – May 2005 (4 yrs)

My primary responsibility was supporting successful conversion and go live of newly installed Cerner solutions. In this role I focused on helping clients address competency requirements for effective implementation of acquired Solutions. In this capacity I developed end user training materials, and also delivered end user training for both Nursing and Providers. I consulted with hospital administration to develop and implement a training strategy and was the primary resource responsible for execution of that plan.

Manager - Knowledge Development

Aquila Energy

1991 – 2001 (10 yrs)

Internal consultant with focus of building capabilities of employees through learning.

Police Officer

City of Omaha

1982 – 1988 (6 yrs)

Public Safety through proactive patrol, and enforcement of city ordinances.

Education

Bellevue University

BA, Business Adm

1995 – 2000

- **Central High School**

High School Diploma

1977 – 1979

Certifications

Certified facilitator for the following courses/content:

The 7 Habits of Highly Effective People – Franklin/Covey

The 4 Roles of Leadership – Franklin/Covey

Strategic Selling – Miller Heiman

Conceptual Selling – Miller Heiman

Large Account Management Process – Miller Heiman

AchieveGlobal

Developmental Dimensions International (DDI)

Skills

Informatics; Healthcare; Information Technology; Public Speaking; Facilitation; Training & Education; Author

Honors & Awards

Received Dale Carnegie “Highest Award for Achievement” from the Dale Carnegie course.