

Jonathan L. Fertal

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EDUCATION

TEMPLE UNIVERSITY, Fox School of Business, Philadelphia, PA

Master of Business Administration, Health Sector Management, May 2015

Vice President, Awareness and Outreach, Temple University Health Leadership Organization, 2013

BUCKNELL UNIVERSITY, Lewisburg, PA

Bachelor of Science, Awarded cum laude, 2013

MAJORS: Business Administration & International Political Science

*Recipient, Jack Kent Cook Community College Scholarship for Academic Performance
& Leadership, 2010 - 2013*

Vice President, Bucknell University Transfer Association, 2011

Participant, Johnson & Johnson Business Case Competition, 2012

Teaching Assistant, The Psychology of Statistic, summer 2013

THE CULINARY INSTITUTE OF AMERICA, Hyde Park, NY

Associates Degree, Culinary Arts, 1996

EXPERIENCE

AMERISOURCE BERGEN DRUG COMPANY, Chesterbrook, PA

May – August 2013

Financial Analyst Intern, Revenue Management

- Audited top 100 client contracts and identified overpayments and non-fulfillment requirements; including errors ranging from \$200k - \$22 million distribution channel fulfillment errors.
- Formulated internal and external audit functions for pharmaceutical service company that manufactures and distributes brand name, generic, and over-the-counter health and personal care products with \$80 billion annual revenues in FY 2012.
- Extensive use of SAP (HANA & GUI modules) to forecast and compile management reports with mainframe, Vendavo, and Copa software applications.
- Gathered monthly reports on rebate trend model deliverables for Director of Revenue Management and presented findings at selected division executive meetings to coordinate forecasting.

PINNACLE HEALTH SYSTEM, Harrisburg, PA

November 2011-February 2012

Management Intern, Physicians Practice Management

- Led RVU Audit for selected specialty practices including review of visits per physician, reconciliation of 3rd party patient reimbursements and other metrics to calculate physician bonus compensation and determine operating efficiency.
- Assisted with daily operations for Central Pennsylvania health system with three trauma center hospitals and twelve specialty practices including urgent and emergency care.
- Interacted with Director of Practice Management to identify and track invoices and establish computer systems to support community health, diagnostic, ambulatory surgery, and outpatient centers.
- Conducted data mining using eKnowledge, Signature, NextGen, Sorian, Financial and Census software.

C.W. TIFFINS, Charles Town, WV

April 2007- June 2008

General Manager

- Managed front and back of the house operations for 150-seat fine dining restaurant specializing in regional American cuisine; achieved monthly gross revenues of ~\$90K.
- Participated with local farmers to purchase organic produce, meat, and sustainable goods.
- Oversaw concept and renovation of designated historic building including financing, incorporation, capital purchase, improvements and installation of Silverware point-of-sale system.
- Worked closely with investors, accountant and vendors to negotiate partnership agreements, managed food & beverage purchasing and oversaw china, glass, linen and silverware selection.
- Led 35 full and part-time employees, worker's compensation, and front of the house training; compiled monthly P&L and cash flow statements to measure performance and forecast sales.

PINE GROVE RESTAURANT, Bluemont, VA

August 2007-September 2010

Managing Partner

- Partnered to purchase and renovate 60-seat family-style Shenandoah Valley restaurant that specialized in classic Americana comfort foods; realized net income increase of 50% over prior year.
- Conceptualized hospitality management LLC. tasked with business turnaround functions including planning, market research, and re-branding.

STOCK'S ON 2ND, Harrisburg, PA

November 1998-April 2007

Executive Chef

- Negotiated exclusive contracts, developed menus, reconciled fiscal budgets, sales and cost of sales; generated average revenue of \$1.8 million with 30.6% food cost, 29.7% beverage cost and 16% labor cost.
- Fiscal prudence and expansionary growth model facilitated self-financed acquisitions and additional new business divisions such as Stock's Lounge, Mahogany Banquet Facility, Catering, and Carley's that enjoyed the benefits of vertical integration.
- Revitalized and maximized total operations for 200-seat restaurant and lounge specializing in eclectic regional cuisine. Awarded annual *Best of Harrisburg*, *Best New Restaurant*, *Best Power Lunches*, *Best Martini*, *Best First Date*, 1998 - 2007
- Appointed to Executive Advisory Board, Academy of Medical Arts and Business School, 2006 - 2008.

THE TUESDAY CLUB, Harrisburg, PA

May 1996 - November 1998

Executive Chef | Food and Beverage Director

- Established and propelled the first profitable budget in 35 years, which was utilized towards capital renovation, equipment, and increased membership benefits for 350 seat non-for-profit club.
- Set performance expectations for 30 staff members and 8 managers to realize an average of 31.6% food cost, 29.4% beverage cost, and 27.8% labor cost that generated historical revenues of \$2.2 million.
- Initiated membership growth strategies that resulted in 400 additional full-time members and 800 associate members and increased private club reciprocity by 50%.

PROFESSIONAL ASSOCIATIONS

Healthcare Financial Management Association - November 2013

National Society of Hispanic MBAs -December 2013

Health Leadership Network of Delaware Valley – December 2013

American College of Healthcare Executives – January 2014