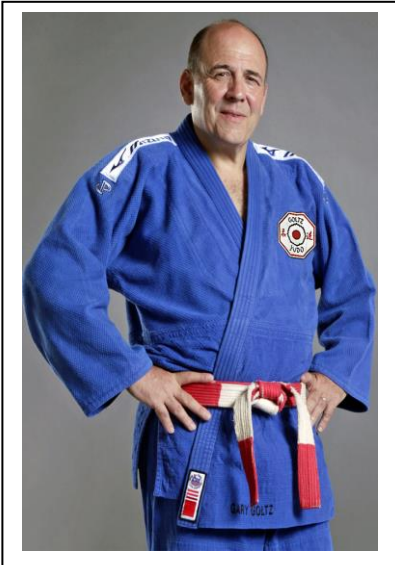


GARY GOLTZ

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JUDO & BUSINESS - CV

[Gary Goltz](#), 8th Degree Black Belt, started judo at age 10 in his hometown of Pittsburgh under the Korean Champion from the 50's, Kyu Ha Kim. Upon moving to Southern California in 1988, he formed [Goltz Judo](#), which has been Claremont Human Services Division's largest program for more than two decades. Sensei Goltz has developed many top competitors and teachers. In 2005 he became volunteer COO of the US Judo Association and in 2010 was elected its President where he worked tirelessly to forge positive relationships with the other national judo organizations. His accomplishments include creating the USJA/USJF Grassroots Judo™ Summer & Winter Nationals which are now the largest tournaments in the nation. Sensei Goltz currently serves as Chair of the USJA's National Promotion Board and President of Nanka (the SoCal Judo Black Belt Association). He is frequently featured in *Black Belt* magazine.

PROFESSIONAL EXPERIENCE

PRINCIPAL, GOLTZ BUSINESS DEVELOPMENT GROUP, Upland, CA • 1995 – Present

Leveraged over two decades of proactive hands-on business experience, profit maximization, national sales training program creating/implementation, multi-partner mergers and setting sales records to serve as a consultant for a diverse range of firms (well established to new startup). Interviewed client decision makers and key personnel to rapidly understand company needs, analyze competitive market and devise multiple strategies to successfully attain objectives. Cold called, prospected and set appointments to lead high impact presentations to relevant leadership, clearly demonstrating the value of a merger, acquisition, product/service development, pricing strategy and any element that would be of benefit.

Learned continuously new selling and communication skills, capturing targeted accounts, limiting competition and maximizing bottom-line profitability for clientele. Supported identification of optimal territories, advising on cost/benefit and tactics to best exploit opportunities. Garnered relevant sales data to produce clear, concise reports, forecasts and territory analysis for upper level management. Championed expert launch of new products and services, Learned quickly the most up-to-date information on technical, scientific, product and disease management data to implement into presentations.

REPRESENTATIVE CLIENT LIST:

AIR LIQUIDE

- Closed VIP accounts for troubled division worth \$1Mil in annual revenue leading to a successful sale to Lincare.

BECTON DICKINSON

- Collaborated with internal decision makers to develop/execute a successful home healthcare product strategy.

CORAM

- Ensured continuation of an \$880K annual contract, acting as liaison between the company and a VIP account that was threatening to leave.

CPS PHARMACY SERVICES

- Closed several new hospital pharmacy management contracts worth \$500K per year.
- Prospected to contact key hospitals, using persistence and tenacity to build valuable relationships.

DAVITA

- Brought in by CEO to work with executive team on a strategy to close a multi-million dollar national HMO contract.

ECKERT & ZIEGLER ISOTOPES

- Troubleshoot operations to identify a sales leadership problem for the worldwide leader in this industry.

Continued

FACIS

- Rocketed sales from \$1.5M to \$4M through negotiating contracts with multiple Fortune 500 industry leaders in the hospital, retail pharmacy, and medical malpractice sectors for their sanction database.
- Recruited and trained a national sales team to maximize new revenue opportunities.

IMAGYN MEDICAL

- Served as a consultant to better position the company for a potential sale or merger.
- Closed multiple \$250K annual contracts with several hospital systems.
- Identified ideal GPOs to partner with which aided in the company's sale to C.R. Bard.

PEOPLE G2

- Identified potential large scale clients requiring human capital intelligence services, leading negotiations to a successful capture of a hospital system with a potential yield of \$200K+ in revenue per year.

ADDITIONAL EXPERIENCE (PRIOR TO 1995)

SENIOR VICE PRESIDENT, Curaflex Health Services (now Coram), Rancho Cucamonga, CA

- Closed multiple national VIP accounts worth \$3M+, helping position company to lead a 4-way merger to eventually become Coram – the home infusion therapy industry leader which today is a division of CVS Caremark.

FOUNDER & PRESIDENT, Comprehensive Pharmacy Home I.V. Services, Ontario, CA

- Built from the ground up – to an eventual worth of \$8M and sale to Curaflex for a record 7.5 x earnings.
- Spearheaded a highly disruptive pricing strategy, targeting HMOs years ahead of the competition.
- Negotiated 12 HMO agreements, resulting in a major acquisition bidding war by all industry leaders.

VICE PRESIDENT, Foster Medical Corporation (now Apria), Conshohocken, PA

- Promoted to VP role upon acquisition rocketing the Chicago region from \$1.8M to \$15M.
- Supported the eventual merger to become Apria – the home medical equipment industry leader

EDUCATION

Master of Business Administration ~ President/Key Executive Program, Honors
Pepperdine University, Malibu, CA

Bachelor of Arts ~ Rhetoric & Communications, Cum Laude
University of Pittsburgh, Pittsburgh, PA

AWARDS / RECOGNITION

Mayor's Certificate of Tribute, Recipient, City of Los Angeles, 2000
Community Service Award, Honoree, Chaffey Joint Union School District, 1996
Ernst & Young, Los Angeles Entrepreneur of the Year Nominee, 1995

COMMUNITY SERVICE

Defensive Tactics Consultant to the Los Angeles Police Department
Life Member, California Highway Patrol, 11-99 Foundation since 1988
Proud owner of authentic Broderick Crawford *Highway Patrol* 1955 Buick
Director of Parades, Los Angeles City Council Member, Tom LaBonge District 4

SELECTED PUBLICATIONS / PRESENTATIONS

Talent Talk Radio, People G2 "[Executive Interview](#)"
USJA's *Growing Judo*, "[Virtues of Leadership as Found in Judo](#)"
Cal Poly Pomona MBA Strategy Program, "[Judo and Developing Life Skills](#)"
USJA's *Growing Judo*, "[A Glimpse into Goltz](#)"

SELECTED BUSINESS / PERSONAL REFERENCES

Dr. James Lally, President at Chino Medical Center, drlally@primehealthcare.com, (909) 721-6100

Nick Niakan, President & Founder at Advanced Flow Engineering, nniakan@aFepower.com, (951) 675-2334

RECOMMENDATIONS FROM LINKEDIN

Michael Dobbs, Associate Partner at IBM

Gary mentored me and advised me as I started up a new judo school in my area. Without Gary's friendship and advice, I'm not sure that I would have followed through and opened the school. Gary is hard working, professional, and compassionate. Judo in America owes a debt to Gary for his passion and hard work. He does a fantastic job!

Louis Feuer, MA, MSW, President, Dynamic Seminars & Consulting, Inc.

Few in the healthcare industry that bring to their work the level of expertise and dedication than Gary. I remember well his hard work ethic and dedication to getting the job done. Customers always appreciated his concern about getting and keeping their business. I have many clients now that could use a full time Gary Goltz in their business.

Donna Gilbert, National Accounts Manager at PreCheck, Inc.

I reported to Gary for several years while with FACIS. He has a terrific managerial style, one which allows an individual to work in a manner that highlights their unique skills and talents, while fostering a team attitude. After departing GMS, Gary has become a very valuable mentor in my life.

Mimi Grant, President at ABL Organization

I've known Gary for over 2 decades as both an entrepreneur - originally at Comprehensive Pharmacy Home IV and, more recently, at Goltz Healthcare Sales Strategies. In every endeavor Gary applied his ample creativity and ability to "see beyond the box" - being the first person I knew to embrace managed care and price his services accordingly. I've never known ANYONE who networks better than Gary. More important, he works his net!

Deb Hagen, Vice President at IRM

Gary is a former mentor/boss. He is very intelligent, has a great background in many different areas of business and beyond [owned an infusion company; built several national home healthcare firms, runs a large judo program and advised the LAPD methods they teach their police officers, even trained his daughter who won the Junior Olympics!] The thing that I admire most is his integrity and ability to listen and be responsive in almost any situation - and to have fun.

Feliciano Mejia, Jr., IT Director at Government Management Services, Inc.

I have worked with Gary for over 6 years at FACIS and in that time he has demonstrated a great enthusiasm for promoting our products and services to major clients. Gary values personal interaction and has always been committed to customer total satisfaction. I greatly enjoyed working with Gary and would highly recommend him as an effective sales executive.

Kurt Motamedi, Ph.D., Professor of Strategy and Leadership, Pepperdine University

Gary Goltz is an outstanding executive, leader and contributor. He is hardworking, intelligent, caring of others and sets challenging goals for himself and accomplishes them admirably well. Gary gained the respect and admiration of the faculty and his cohorts. He is among our most admired graduates.

Tom Mountain, Managing Director at Mountain-Bishop Wealth Management

Gary hired and trained me in my first sales job back in the mid 1980's. He is an excellent coach and mentor. Gary taught me many of the tools I use till this day; fact finding, listening, developing an action plan, and timely follow-up. Gary is a smart businessman that any company would be well served by.

Neil J. Simon, Managing Partner at Leadership Forward Group, LLC

Gary is a very sincere and creative person who is passionate and dedicated to make things work. He has a very extroverted style so that you always know where he stands. He is honest and forthright. You can always rely on him for alternative thoughts and solutions to challenges.

Frank Yeager, President and CEO at Eckert & Ziegler Isotope Products Inc.

I brought Gary in to review a segment of our sales organization and to assist in providing recommendations for future development. Gary came in and quickly helped to stir up the organization which allowed us to start working in a more effective direction.