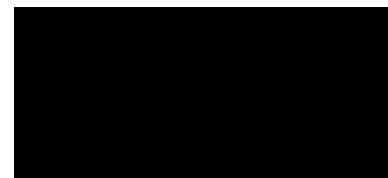


Jeffrey A Blair



Profile Versatile executive with extensive leadership experience in the healthcare industry. Strong record of developing strategies and leading change. Builds strong team engagement and commitment by articulating vision and providing simple direction. Considerable experience with businesses in transition.

Fresenius Kabi NA – Lake Zurich, IL

2010-Current

Chief Commercial Officer – Verax Biomedical

Drive public policy initiatives at FDA, HHS and industry trade organizations to create new diagnostic market. Lead legislative lobbying efforts. Coordinate all commercialization functions to establish market and drive business valuation.

VP Hospital Channel – Medical Devices

Expand sales of product portfolios through hospital channel. Set up commercial operations for diagnostic device venture, drive development of next generation manufactured products and build teams in sales, marketing and product service.

Blair Consulting Group - Principal

2007-10

Offered strategic consulting services and leadership for healthcare businesses in transition. Remained engaged with Fenwal Inc (TPG Capital), facilitating spin off of all operations from Baxter Healthcare. Positioned business for acquisition.

Cardinal Health - Dublin, OH

2000-07

VP / GM - Integrated Supply Solution Division
VP Marketing - Presource Division
VP Strategy - Hospital Products Group

Allegiance Healthcare, McGaw Park, IL

1996-99

VP Contract Operations - Corporate

Baxter Healthcare, Deerfield IL

1983-96

VP of Sales Operations - Hospital Supply Division
Director of Sales/Marketing - Scientific Products Division
Finance Manager - Medical Products Division
Manufacturing Planning Manager- Clintec & Renal Division

Bachelor of Science – Kelley School of Business, Indiana University

1982

- Quantitative Business Analysis Major, Operations & Systems Management Minor
- Internships at Dept of Interior, NPS & Dept of Treasury, Bureau of the Mint