

**ERIC CACERES BARSATAN**

**Professional Profile:** Self-motivated, dynamic professional with recruiting expertise whereby possessing a strong business background, an ability to work collaboratively, and a commitment to achieving corporate goals.

- Over 6 years experience working with physicians
- Over 5 years experience of physician recruitment
- Over 15 years experience in management/leadership
- Over 10 years experience in marketing/public relations
- Over 7 years experience in sales/business development
- Specialization in high volume recruitment
- Success in filling positions quickly and building positive lasting relationships
- Excellent communication, presentation, negotiation and persuasive skills
- Attention to accuracy in fast-paced environments

**Experiences: THE QUEEN’S MEDICAL CENTER – WEST O’AHU, Ewa Beach, Hawaii**

April 2014 – Present

**Manager, Physician Liaison, Medical Staff Services and Physician Relations**

The lead person at the Queen’s Medical Center-West O’ahu campus with regards to all internal and external physicians related matters. Role is considered as part of Queen’s West management team. Primary liaison, support and resource for physicians. Assist in the physician recruitment process. Responsible for community physician outreach, and coordination of events and meetings. Develops and implements marketing and business development plans to increase volume for inpatient and outpatient services, and maintain and grow referrals. Participates in the management of information systems. Plans, coordinates and maintains processes, systems, functions, and activities to assure high quality services to the medical staff.

**HAWAII CPR TRAINING SERVICES, LLC, Pearl City, Hawaii**

September 2012 - Present

**Owner and Chief CPR Instructor**

Teaches/Train American Heart Association’s CPR/BLS for the Healthcare Provider, Basic or Heartsaver CPR/AED, Heartsaver First Aid, and Bloodborne Pathogens. Also, an instructor for American Safety and Health Institute.

**ALOHA ANGEL CARE, LLC (CARE HOME), Waipahu, Hawaii**

August 2012 – Present

**Co-Owner and Administrator**

Ensure that all personnel, residents and visitors follow established policies and procedures, generate and implement innovative marketing ideas that establish our business as the adult residential care home of choice in our area, monitor and maintain compliance with state regulations and requirements, recruiting, hiring and training of staff, and ensure that we provide our residents with the excellent standard of living and care they deserve.

**KAISER PERMANENTE – HAWAII REGION, Honolulu, Hawaii**

November 2011 –  
January 2014

**Coordinator – Contingent Workers, Regional Medical Education**

Responsible for the development, implementation and updates of the on-boarding processes and procedures for all contractors/contingent workers/non-employees. Assist in the on-boarding of incoming residents and fellows. Give tour of the hospital for new physicians. Project manager for various special projects and assignments. Manages contracts/affiliation agreements with colleges/universities by working closely with the legal department. Audit competency folders of employees and contingent workers. Administrator of three websites - Contingent Workers, Clinical Education, and Regional Education and Event Calendar (REEC) as well as administrator for KP Learn and HealthStream (web-based education systems). Chair of the contingent workers workgroup. Assist in continuing education for staff and support clinical simulations. Perform orientations for nurses, hospital aides and nursing students.

**STAFFING SOLUTION S OF HAWAII, Honolulu, Hawaii**

July 2011 –  
November 2011

**Project Coordinator, Kaiser Permanente Purchasing/Supply Chain Management**

Worked as the project coordinator for various big projects related to the \$10 million OneLink conversion project. Created and managed comprehensive product inventory data spreadsheets for the department related to OpTime and the B Braun conversions. Managed vendor contracts, negotiated pricing, and assisted buyers and procurement assistants with their day to day deliverables. Performed research using the ASI database and vendor websites, reviewed contracts and reported issues. Assisted with the conversion and implementation of the Carefusion/Alaris Pumps at the Moanalua Medical Center and Clinics.

**STATE OF HAWAII, Honolulu, Hawaii**

August 2006 -  
December 2010

**Boards and Commissions Manager**

Lead the office that successfully overseen the coordination of appointments of more than 200 major state boards and commissions with more than 1,800 members that are established by the state constitution, statutes, or executive orders. Recruited high number of physicians to serve on health and medical related boards. Worked closely with the Attorney General's Office to ensure the coordination of boards/commissions met all its legal requirements. Performed background checks, prepared correspondences for the Governor, coordinated swearing-in ceremonies, and maintained a large comprehensive Microsoft Access database. Coordinated the appointments of State Judges and the Governor's appointments at the federal/national level.

**THE FILIPINO SUMMIT (State-wide Newspaper), Kahului, Maui, Hawaii**

March 2004 –  
March 2009

**Co-Owner/General Partner**

Helped managed all aspects of the company's statewide operation which include the shaping and implementation of overall strategies in areas such as editorial, business development, sales and marketing, finances, and distributions. Analyzed financial data/information to project future revenues and expenses, analyzed market conditions and economic data, and identified financial risks to company.

- Received Excellence in Journalism Award by the Society of Professional Journalist (SPJ).

- Guest Speaker, Regional Conference of the Society of Professional Journalist (SPJ), Hyatt Waikiki.
- Guest Speaker, annual conference of a high tech company, Wynn Las Vegas.

#### **OFFICE OF THE MAYOR, COUNTY OF MAUI, Wailuku, Hawaii**

January 2003 –  
August 2006

##### **Project Director/Grant Officer, Office of Economic Development**

Managed grants between the Federal and Maui County including a \$9 million grant for a youth development/workforce investment program. Planned, directed and supervised a variety of culturally sensitive youth and economic development programs. Developed businesses as part of programs sustainable initiatives. Worked on very complex projects and assignments. Conducted audits, investigations, prepared findings and recommendations. Participated in development and implementation of long-range financial forecasts and related budgets and financial strategies. Compiled relevant financial data for financial reports, created statistical diagrams/charts and made presentations on financial matters. Ensured compliance with all federal required performance measures and reporting, technical requirements, and applicable federal and state laws and regulations, policies and procedures. Managed a staff of about 50. Represented the Mayor and Administration at numerous public hearings.

- Recipient of Pacific Business News Forty Under 40 Award honoring Hawaii's best and brightest young businessmen and businesswomen for their professional achievements and contributions to the community.
- Program's performance consistently in the top 10 out of 36 sites in the United States.
- Won the prestigious national PEPNet Award (the first for the State of Hawaii) for having an exceptional program demonstrating effectiveness in management and preparing young people for further education, careers, citizenships and adulthood.

#### **THE FILIPINO COMMUNITY CENTER, Waipahu, Hawaii**

September 2001 –  
August 2002

##### **Director of Marketing and Public Relations, Mabuhay Festival 2002**

Directed all media relation activities at the local, national and international level. Managed all media campaigns, development of strategic plans and the effectiveness measurement of strategies. Served as day-to-day press contact for all inquiries. Lead the development of Website, videos and news releases.

**Education/  
Certificate/  
Training:**

**UNIVERSITY OF HAWAII AT MANOA, Honolulu, Hawaii**  
Bachelor of Business Administration

**KAISER PERMANENTE, Honolulu, Hawaii**  
Certificate, The 5 P's of Project Management

**AMERICAN HEART ASSOCIATION, Honolulu, Hawaii**  
Certificate, CPR Instructor

**MAUI COMMUNITY COLLEGE, Kahului, Hawaii**  
Certificate, Nurse Aid Training

**U.S. DEPARTMENT OF LABOR/ETA, San Francisco, California**  
Certificate, Comprehensive Financial Management Principles

**COMPUTER TRAINING ACADEMY, Honolulu, Hawaii**  
Certificate, MS Project Management

**Organizations/  
Affiliations:**

**Alliance of Residential Care Administrators (ARCA)** (Communications Director, 2013-2015)  
**United Filipino** (Public Relations Director, 2008-2010)  
**Hawaii Filipino Junior Chamber** (President – 2008, Executive VP – 2003)  
**Filipino Chamber of Commerce of Hawaii** (Vice-President, 2007-2008)  
**National Youth Opportunity Works** (Vice-President - 2004 to 2006)  
**Hawaii Jaycees** (Regional Director – 2004, International Vice-President – 2003)  
**Executive Club of Honolulu** (Member)  
**Asian-American Journalist Association** (Member)  
**Maui Young Business Roundtable** (Member)  
**Kiwanis Club – Kahului** (Member)

**References:**

Excellent references available upon request.