



Katherine Northcutt
RN
SENIOR PROJECT MANAGER

Katherine is a Senior Project Manager for the Marketing, Sales and Customer Service Consulting Division at Simione Healthcare Consultants.

She has experience in managing the corporate training and development program for one of the largest home care and Hospice companies in the country. Katherine has facilitated Leadership Training for executive and first line managers with a focus on internal customer service and hiring and promoting for excellence.

Some of Katherine's previous duties include Account Executive where her responsibilities included selling home care and hospice software to existing and prospective clients. She closed over \$800,000 of clinical add on business in the first six months in position, worked with a partner to close over \$2.5 million in new business in the southeastern region and presented at regional and national user group meetings. As an Agency Director, Katherine was responsible for a home health care agency providing 35,000 visits per month. This included clinical operations, third party payer issues, monitoring quality improvement and implementation of new system as well as supervising over 300 employees.

Katherine is an A.D.N. Registered Nurse from Calhoun Community College in Decatur, Alabama, a Certified D.D.I. Facilitator (Development Dimensions, International) as well as completed the Expanded Role in Public Health from Georgia College, Macon, GA.

Some of her accomplishments include; redesigning and implementing a companywide orientation program, developing and implementing an employee handbook, redesigning referral centers and training on customer service best practices.