Valentina Capozzoli-Hadland, R.N., B.S.N., A.G.N.P., A.A.M.E.P.

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# Objective

To combine my passion and commitment to nursing with my expertise in business management, operations, marketing and sales to manage a highly profitable, medically based business in the private sector or a university-based hospital.

# Summary of Qualifications

* Excellent leadership, management and communication skills.
* Passionate, energetic and committed to the well-being of others.
* Faculty member and instructor for Esthetic Skin Institute, Inc.
* 35+ years in top-level management, marketing and operations in the healthcare industry.
* Expertise in designing, developing and managing highly profitable businesses and joint ventures.
* Unique ability to balance creative innovation with practical, bottom-line business savvy.

# Professional Milestones

* Trained thousands of health care professionals (doctors, dentist, nurses and nurse practitioners) how to safely administer botulism toxin and dermal fillers to their patients.
* Clinical Consultant to integrative and aesthetic medical practices and spas.
* Started, managed and acquired funding for the Anti-Aging and Family Wellness Group in Southampton NY, which was started without debt and continues to increase its profits by 35% every year.
* Pioneered, managed and duplicated a highly profitable joint venture business between Alternative Care Systems, Inc. and durable medical equipment companies. This venture served as a model for four hospitals, grossed 1.2 million in profits and raised $10,000 for nursing scholarships.
* Managed operations, marketing, sales and staffing for 17 hospitals while serving as Vice President of Operations at Unity Health Care Holding Companies from 1987 to 1990, during which time the company’s budget grew from 3 million to 18 million.
* Developed a highly innovative joint venture program between hospitals and Unity Health Care Holding Companies (UHCHC) that grossed over $1,250,000 annually for UHCHC in private nursing contracts.
* Reorganized, staffed and managed two family-owned Veterinary Hospitals, saving them from financial ruin after the primary veterinarian became physically disabled. Tripled the income of the business in six years’ time.
* Prepared and trained nurses overseas in a program sponsored by the Commission on Graduates of Foreign Nursing Schools which helped foreign nurses get their credentials to work in the United States.

# Professional Experience

**Trifecta Medical Spa- 2015-Present**

**VCH Consultants, Inc. 1992 to Present**

**Aesthetic Center New Canaan CT- 2013 to 2020**

**Dr. Daniel Brauman, MD-White Plains, NY-2015-2016**

**Chelsea Eye-Cosmetic Surgery Associates- 2015- 2017**

**Esthetic Skin Institute, Inc. /Faculty member and instructor for 2009- Present**

* Teaching an accredited program designed to meet the educational needs of clinicians (physicians, registered nurses, nurse practitioners, physician assistants and dentists) involved in the care of patients seeking aesthetic enhancement procedures.
* Member of American Academy of Medical Esthetic Professionals

**Director and Business Manager at Anti-Aging & Family Wellness Group from 2009 to 2013.**

* Co-created and launched this anti-aging business with no loans, no debt and consistent profits.
* Direct and manage marketing, sales and public relations.
* Initiated an esthetic medicine division within this anti-aging practice.

**Chief Operating Officer for East Islip Veterinary Group (EIVG) and Shinnecock Animal Hospital from 1988 to 2013.**

* Directed and managed the expansion of the business, causing it to triple its annual income.
* Reorganized, staffed and managed both hospitals after the primary vet became physically disabled.
* Developed business plan, policy and procedures and human services department.

**Vice President of Operations at Unity Health Care Holding Companies (UHCHC) from 1987 to 1990.**

* Managed marketing, sales and operations.
* Wrote and implemented corporate policy and procedures for nursing operations, approved and prepared client billings, payroll and other corporate records.
* Evaluated client insurance coverage and negotiated with private insurance carriers, No-Fault, Workman’s Compensation, Medicare and Medicaid.
* Prepared all documentation and established licenses of UHCHC with Departments of health in NY State Florida and California.
* Taught review courses at the University of London for the Commission of Graduate Foreign Nursing Services Examinations.

**Director of Nursing at Unity Health Care Holding Companies (UHCHC) from 1986 to 1987.**

* Directed and coordinated placement of over 5,000 private duty nurses and nurses’ aides.
* Prepared and delivered presentations and RFPs to state, city and private health care facilities.
* Negotiated contracts, cooperative ventures and partnership agreements with major corporate and institutional accounts.
* Co-created and developed software for the first computerized homecare company.

**Administrator at Alternative Care Systems, Inc. from 1984 to1986.**

* Placed and supervised over 5,000 nurses in private duty nursing jobs and in hospitals throughout New York.
* Initiated and launched durable medical equipment joint venture with Hospital for Joint Diseases.

# Other Work History

1982-1984 Administrator- Best Care, Garden City, NY

Private Duty/Freelance Registered professional nurse, New York, NY

1980-1982 Registered professional nurse- Hospital for Special Surgery, NY, NY

1979-1980 Central Suffolk Hospital, Riverhead, NY

1980- 1995 Private nurse for Dr. Norman Hugo, Chief of Plastic Surgery

1977-1979 International Sales and Marketing Representative, Intermark, S.P.A.

Rome, Italy-Sole proprietor Distributor of Leather Goods Di Bona Bags, Parma, Italy

**Licenses**

New York State, Connecticut, New Jersey, Florida, Compact License

# Education

Randolph-Macon Women’s College Full Scholarship Pre-Med

Hofstra University Pre-Med Curricula

Misericordia School of Nursing Associate’s Degree in Nursing

Fellowship in Economics Hunter College

Chamberlain University Baccalaureate Degree in Nursing

Purdue Global University Adult Geriatric Primary Nurse Practitioner

# References upon Request