



Jeffrey A. Downs

Managing Director

Contact Information

LabRecruiters
3248 Heritage Lane
Burlington, NC 27215

(336) 329-9585
jeffdowns@labrecruiters.com

Function & Specialization

Jeff is the founder and managing member of the firm.

Professional Associations

AICPA
NCCPA

Education, Licenses & Certifications

Bachelor of Accounting
Elon University

Masters of Science (in-process)
International School of Biomedical
Diagnostics, Arizona State University

Accolades & Awards

"CFO of the Year" - Midsize Companies
Triad Business Journal (2010)

"Fast-Fifty Award" - Five-Time Recipient
(2002-2006)
Triad Business Journal



LabRecruiters

RECRUITING. SIMPLIFIED.

Background

Jeff Downs has 25 years Healthcare Services & Healthcare Manufacturing experience including 10 years as a healthcare CFO.

Professional & Industry Experience

Past Responsibilities

- CFO – 9th largest Commercial Routine Clinical and Anatomic Pathology Laboratory, 20,000 patient samples per day, representing 4,000 physician office clients in five states and 11 hospital labs under management; 3,700 staffed beds including a Regional Cancer Center.
- CFO - Cytology, Thin-layer technology & Cytological Imaging – manufacturing co.
- CFO - Instrument and reagent manufacturing (FDA & ISO13485-2009 facility)
- CFO - Toxicology Laboratory

Recent Engagements

- Large National Reference Lab
- 300 bed hospital in northern Arizona
- 4 hospital system in central Ohio
- 220 bed Children's hospital in Southern California
- 360 bed health system in NYC, NY
- 250 bed health system in the greater Boston, MA area
- 9 Hospital system out of Denver, CO
- 5 hospital health system in Ohio
- 120 bed community in KS
- 150 bed hospital in KS
- 665 bed academic medical center in NY

Experience Includes

- \$500 Million in financial transactions
- Large scale deployment of internet-based lab ordering/result-reporting systems
- First lab in US to have 85%+ lab order received electronically
- Design and management of supply-chain functions
- Lab instrument platform selection
- Vendor contract negotiations
- Post-merger synergy efforts for lab acquisitions
- Corporate Governance and Compliance
- Integrated systems and Lab Automation
- Population Health Programs
- Core Lab design and Construction management