

A member of Insigniam's team since 1998, Jennifer Zimmer has expertise taking leaders to the next level of performance, empowering them to be accountable while delivering breakthrough results. She has substantial experience working in hospital systems, pharmaceuticals, and biotech, and consistently receives exceptional client satisfaction results.



As a result of Jen's leadership consulting, a health and diagnostics company realized over \$3.6 million in revenue and savings for an 862% ROI, with over \$20 million anticipated in projected revenue and savings. Jen has also worked with organizations to accelerate all phases of drug development. Under her guidance, cross-functional teams have rallied to meet or exceed their timelines when predictably they would have submitted late, lost revenue, or lost a first-to-market advantage. Her work includes consulting for major corporations on large-scale business and cultural transformations and initiatives, such as ERP implementations, regulatory compliance issues, and revenue cycle. In these engagements, Jen has helped teams produce significant measurable results, including increased employee engagement, patient satisfaction scores, and cash flow, and decreased rework and order-to-cash cycle time.

Jen is a sought-after speaker at healthcare conferences and a member of the Healthcare Businesswomen's Association. She is a licensed critical care nurse and holds a B.S. in Nursing from Simmons College and a Mini MBA from the Wharton School at the University of Pennsylvania.

## Awards and Recognition

- Leader in Contributing to Colleagues Success, Insigniam, 2023
- Leader in Client Satisfaction, Insigniam, 2022
- Honorable Mention in Inspiring the Firm, Insigniam, 2022 and 2023
- Leader in Client Development, Insigniam, 2020 and 2023
- Leader in Demonstrating Insigniam's Culture and Providing Inspiration, Insigniam, 2018
- Leader in Realizing Performance Commitments, Insigniam, 2017, 2018
- Leader in Teamwork and Collaboration, Insigniam, 2017
- Leader in Inspiring the Firm, Insigniam, 2016, 2022, and 2021
- Leader in Teamwork & Collaboration, Insigniam, 2015

## Public Speaking and Service

- Board member, Edison, NJ JCC
- Community Hope, Leadership Fundraising Committee
- Community Hope, Board of Directors
- NJ State Theater, Leadership Team for Annual Gala Event

- NJ State Theater, Head of Advisory Board
- Actively involved in the Girl Scouts of America
- Speaker (yearly), BioPharmaPM Conference
- Speaker, Disruptive Innovations Conference, 2013
- Speaker, Project Management for Bio/Pharmaceutical Clinical Operations, CBI

## Thought Leadership and Articles

- A Playbook for Breakthrough Results, *IQ Insigniam Quarterly*, Fall 2023
- Corporate Culture Is the Future of People Planning, *IQ Insigniam Quarterly*, September 2021
- Culture is Bred Not Born, Insigniam Blog, October 2019
- The 5 Conversations That Create an Enrolled Team, *IQ Insigniam Quarterly*, Spring 2017
- Co-author, The Art and Science of Breakthrough Performance, *IQ Insigniam Quarterly*<sup>®</sup>, Spring 2016
- Accelerating New Drug Development: Part I — Alignment And Commitment; Part II — A RX For Bold Leadership; Part III — How Robust Is Your Project Management?; Part IV: Are Your Stakeholders Engaged?, Insigniam Blog, July 2015
- Nurture Your Heretics, Insigniam Blog, February 2015
- The Power Of Nice, Insigniam Blog, July 2014
- Big Data Provides Big Solutions For Healthcare, Insigniam Blog, April 2014
- Preventable Deaths Skyrocket, Necessitate Healthcare Transformation, Insigniam Blog, March 2014
- Interviewed, CenterWatch Weekly Insider Insights, November 2013
- Co-author, Maximizing Speed to Market by Empowering the Human Element, Clinical Trial Solutions, PharmaVoice, June 2013
- Key Partnerships and Innovation: Keys to R&D Sustainability, PharmaVoice, June 2013
- When The CEO's Timeline Is Impossible, Insigniam Blog, December 2012
- Three Cultural Changes that Create Pharma Blockbusters, Insigniam Blog, October 2012
- Your Products Are Great But The Service Stinks, Insigniam Blog, July 2012
- Want a \$1 million-a-day Dream Team? Let Them Invent It, Insigniam Blog, March 2012

## Insigniam B.I.T.'s Podcast

- Why Transformation Is More Than Just Change, December 2021