



RICHARD WALSH

INNOVATIVE SOLUTIONS EXPERT

CONTACT

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ACHIEVEMENTS

Digital Intake Platform

Developed a platform for justice-involved individuals that automated screenings, scheduling, and communications, streamlining access to social support services.

Rapid Referral Kiosks

Developed a kiosk-based platform for rapid risk assessment and self-referral into community health services.

COVID-19 Patient Tablets

Developed a tablet-based solution to improve patient retention during the pandemic, achieving a 90% retention rate and ensuring continuity of care.

SKILLS

- Analytical Thinking
- Strategic Planning
- Relationship Management
- Product Development
- Project Management
- Operational Efficiency
- Team Leadership
- Data Analysis
- IT Governance
- Workflow Automation

PROFILE

Innovative business leader with a focus on solutions-based work and a robust background in product development and client relations. Experienced in logistics, healthcare, and technology, Richard excels in mission-driven projects that drive efficiency and streamline services. Recognized for his analytical approach, strategic thinking, and ability to inspire excellence, he is passionate about making a significant impact through high-performing teams and innovative solutions.

WORK EXPERIENCE

Continuud 2018 - PRESENT
Chief Executive Officer

- Grew the company to \$1.8M ARR within 2 years, demonstrating exceptional entrepreneurial acumen and strategic growth.
- Spearheaded the development and launch of innovative products, significantly expanding the customer base and market penetration.
- Established company-wide procedures, enhancing operational efficiency and ensuring compliance with industry standards.

GoShow Event Software 2017 - 2019
Director of Business Development

- Developed and executed strategic marketing initiatives, significantly increasing brand visibility and attracting new business opportunities.
- Led software and product development initiatives, driving innovation and enhancing the company's product offerings.
- Managed key accounts and retention efforts, fostering long-term client relationships and ensuring high levels of satisfaction.

Vertafore 2015 - 2016
LRS Specialist

- Managed licensing and regulatory compliance for Financial Consultants nationwide, ensuring adherence to industry standards.
- Developed workflow automation solutions, streamlining operational efficiency and reducing overhead.

REFERENCE

Linda Ruffenach

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