

▶Damon Schilling



Objective

Results driven leader with experience in healthcare in a fast paced competitive environment. Primary focus on execution, relationship building, problem solving, strategic planning and business development. Experienced in general management, public relations and marketing.

Strong leadership skills, servant leadership, mentor and coach to teams in achieving organizational goals. Skilled in tactics and strategy and team management. Excellent communication skills and versed in public speaking and presentation to internal and external stakeholders and customers.

Professional Strengths

General Management Public Speaking Client Relations Execution
Contract Negotiations Market Research Training & Development Strategic Planning
Analysis/Problem Solving Market Modeling Healthcare Management Marketing

Professional Experience

Community / Government Relations Manager (2017-Present)

American Medical Response (Las Vegas, NV)

- Developed and maintained relationships and influence with elected officials that resulted in the stoppage of an RFP and produced the renewal of a 911/IFT contract for 3 years.
- Led a team of two that developed a Stop the Bleed, bleeding control class that trained over 20,000 citizens in Las Vegas for free

- Developed the Pathway to Paramedic Program which increases diversity and bridges socioeconomic gaps in the community and creates scholarships for members of the community into EMS programs
- Led the team that produces an annual report for local stake holders that focuses on employee engagement, community involvement and financial strength of local operations.
- Direct oversight of \$1.5 million dollar budget under consulting, advertising and employee relations
- Founder and Board of Directors member for the Nevada Ambulance Association to focus on local and state level politics
- Worked with the Vegas Chamber of Commerce to develop public safety month which occurs every two years in July. Helps the public and local businesses prepare medical and community emergencies
- Led team on rewriting the franchise agreement for the City of Las Vegas that was used for the time period of 2020-2023
- Led the team that negotiated the contract with the NHLs Vegas Golden Knights

Community / Government Relations Coordinator (2014-2017)

American Medical Response (Las Vegas, NV)

- Writing contracts/service agreements with area venues
- Strengthening employee relations/morale
- Building relations with community organizations
- Media relations, Good news stories
- Supervising employees in the special events department
- Business development within the department/company

Paramedic FTO (2007 –2014)

American Medical Response (Las Vegas, NV)

- Patient care at Paramedic level, ACLS, PALS, CPR, Preceptor
- Training, education and observation of those obtaining the certification level of Paramedic
- Community outreach and public information officer

EMT-I, Dispatcher (2003-2006)

MedicWest Ambulance (North Las Vegas)

- Patient care at Intermediate level, 911 Dispatcher, Special Events Lead

Education

Nevada State College (2015- 2018)

- Graduated Magna Cum Laude from Nevada State College in 2018 with a degree in Business Administration

Certified Paramedic (Active), State of Nevada

Summary of Qualifications

- 18 Years of EMS experience in Clark County
- 14 Years as Paramedic
- 4 Years as EMT-Intermediate
- EMS Secondary Instructor
- Field Training Officer
- ACLS, PALS, CPR- (Instructor Certification)
- EVOC
- Exceptional interpersonal communication skills
- Team oriented
- EMS Instructor/FTO
- Microsoft Office Proficiency

References

Available upon request