

# Kristy Leonard

Client Success Strategist



## About

For the last 7.5 years I have worked in health care in a variety of different roles that include: direct patient care, care improvement, operations, and data analytics. I worked for Atrius Health a large ambulatory practice in Massachusetts, for 5.5 years and most recently at Beth Israel Deaconess Medical Center. At BIDMC, I was a project manager where I used data analytics, project management, and market research to create data driven presentations. These presentations were often used by leadership to drive strategic decisions.

## Interests

I love to run and compete in several road races a year. I love horses and grew up riding. I love the mountains and enjoy hiking in the fall and skiing in the winter. I also love dogs and enjoy traveling.

## Why I Enjoy Client Success

I enjoy client success because it includes four key components of the job that I enjoy: Data, People, Team work, and Teaching. I enjoy working with numbers, I am very outgoing, I like to collaborate with teams on large projects, and I enjoy teaching. I also enjoy seeing our clients grow and develop as we continue to update and add new dashboards to our software.

## How I Can Help

With my prior experience at a large ambulatory practice and a large hospital system, I understand the senior leader initiatives and the tasks assigned to physician liaisons to get the work done. With my experience I can help you understand the data, set appropriate goals for your organization, and get the most out of Marketware to be successful within your organization. I look forward to working with your team to achieve continued growth and success.

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