

Steven J. Ciullo
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PROFESSIONAL EXPERIENCE

- Sept. 08 to Present** **Director of Pharmaceutical Services**, Upstate University Hospital, SUNY, Syracuse, NY; responsibilities include– managing pharmacy services in a 420 bed teaching hospital, supporting a robust clinical pharmacy program including a PGY-1 and PGY-2 pharmacy residency program, supporting pharmacy research initiatives and implementing new technology to support CPOE and bar-code scanning.
- Jan. 07 to July 08** **Corporate Director of Pharmacy Services**, Valley Health System, Winchester, VA; responsibilities include – managing pharmacy services across a five (5) hospital system including leadership retention and development, budget planning and compliance, new pharmacy design and equipment selection, and CPOE, eMAR and medication bar-code scanning implementation.
- Jan. 03 to Dec 2006** **Region Director HealthSystems Sales** – Cardinal Health, Pharmaceutical Supply Chain; responsibilities include - managing a sales team of twelve associates, developing sales initiatives to insure top line growth and profitability for \$1.2 billion of regional sales, meeting controllable expense budget goals of \$1.5 million, developing and implementing new programs that enhance customer value.
- June 98 to Jan. 03** **Regional Sales Director, Northeast** – Cardinal Provider Pharmacy Services; responsibilities included selling pharmacy management services and pharmacy solutions to hospital executives.
- Jan. 93 to June 98** **Director of Pharmacy Services** – Beth Israel Hospital; responsibilities included managing all aspects of the pharmacy program, designing and implementing an I.V. syringe delivery system, developing a therapeutic class financial reporting system and initiating optimal drug therapy protocols.
- Oct. 90 to Jan. 93** **Associate Director of Pharmacy Services** – Weiler Hospital at Albert Einstein College of Medicine; responsibilities included attending the Investigational Research Board monthly meetings, developing a pharmacy profile system on a Novell Network, instituting a 24 hour unit dose distribution system and a I.V. admixture program, coordinating a budget analysis subcommittee of the P & T Committee to study the impact of “biotech” drugs.
- Jan. 85 to Oct. 90** **President, Anderson Blake, Ltd.**, Commercial Real Estate Associates
Director of Sales & Marketing, Water Mills Realty Corporation
Real Estate Broker Associate, Polimeni Enterprises
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- April 83 to Jan. 85** **President, Home Care Consultants** (self-employed); projects included developing and marketing of a private placement memorandum (Preferred Pharmacy Services) and consulting with hospitals and companies to develop home care programs.
- Nov. 78 to April 83** **Director of Pharmacy**, University Hospital, SUNY at Stony Brook responsibilities included designing and implementing a new state of the art pharmacy program including unit dose, IV additives and nuclear pharmacy services.
- Feb. 78 to Nov. 78** **Director of Pharmacy and Drug Information Services**, Valley Hospital; responsibilities included all aspects of managing a pharmacy department and drug information service as well as initiating an ASHP Pharmacy Residency program.

EDUCATION

- 1994** **Fellow, Executive Management Program** for Directors of Hospital Pharmacy, Leonard Davis Institute of Health Economics, Wharton Executive Education, University of Pennsylvania
- 1977** **M.S. Professional Studies in Health Care Administration**, Long Island University
- 1976** **Administrative Residency**, Winthrop University Hospital, Mineola, New York
- 1973** **MS Hospital Pharmacy**, St. John's University, College of Pharmacy
- 1972** **Clinical Pharmacy Residency** (ASHP accredited), Mercy Hospital, Rockville Centre, New York
- 1971** **BS Pharmacy**, St. John's University, College of Pharmacy

RESEARCH

- 2009** **“Reducing Dispensing Errors in Hospitals Using an Innovative Packaging System to Replenish Automated Dispensing Cabinets”**, Health Research, Inc (HRI), New York State Department of Health

PUBLICATIONS & LICENSES

Pharmacy Practice for Technicians; Durgin, Sr. Jane & Hanan, Z.; Delmar Publisher, Inc.; Chapter **“Materials Management of Pharmaceuticals”**; 1993, 1999, 2004 Eds.

Current Cardiovascular Drugs; Frishman, Wm., Dollery, C., et.al; Current Medicine **Selected and chaired the “Manuscript Review Panel” for the 1994 edition.**

Licensed to practice pharmacy in NJ, NY and VA