

HEALTHCARE ADVISORY BOARD



Lynne Nelson President Level Four Solutions, Inc.

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Jumpstart to Success!



Lynne Nelson possesses 20 years of experience in sales, sales management, marketing and business development within the healthcare marketplace.

Most recently, Nelson served as Vice President of Sales at AtStaff, Inc., responsible for national sales and business development during the company's critical two-year start up phase. Prior to joining AtStaff, she served as Managing Director, Southeast U.S. with GE Healthcare Technologies as well as Vice President of Business Development & Sales at ConnectedHealth.Net, a subsidiary of Ernst & Young LLP. In this position, Nelson was responsible for sales and business development of a knowledge management tool that linked providers, payers and suppliers through the Internet.

From 1994 to 1997, Nelson served as Assistant Vice President of Corporate Business Development for the Healthcare Solutions Group at HCIA, Inc., the industry's largest healthcare information company. She held several key sales and corporate contracting positions within the organization, including Assistant Vice President, Senior Director of Sales, and Principal of Group Contracts.

Prior to this, from 1988 to 1994, Nelson was a Regional Director at Datis Corporation, where she was responsible for directing sales and business development activities for multi-state data sharing networks and programs.

She began her healthcare career at Maxicare/HealthAmerica, the first HMO established in North Carolina, where she held a variety of sales management positions, including Director of Provider Development, District Manager of Marketing, National Accounts Manager, and Senior Account Executive.

Nelson received a Bachelor of Science degree in Business Education at East Carolina University where she graduated with honors in her major.

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