



**CLAUDINE M. HILDRETH**

*Director of Client Relations and Business Development*

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As The Rybar Group's Director of Client Relations and Business Development, Claudine's primary role is to work as the business liaison of the organization, focusing on the success, satisfaction and growth of our clients. Over the past thirty years, she has developed an in-depth knowledge of the healthcare industry, having worked in various operational and administrative roles within the hospital, clinical office, pharmaceutical distribution and consulting settings. This knowledge is an important component as Claudine works to foster and develop relationships with our clients and vendors while providing exceptional client services.

Over the years, Claudine has helped shape the strategic direction of a number of organizations. This includes working with several non-profits and for-profits through restructure and change, developing strategies to ensure stability while creating a new framework and plan for growth. She has proven experience in directing business efforts, working to align resources and services to meet the needs of organizations and to lay the groundwork for future growth and stability.

Having worked in a multitude of client service and operational practice areas, Claudine areas of expertise include: Business Operations and Management, Project Management, Strategic Relations, Sales and Marketing, Product Development and Launch, Recruitment and Retention, Contract Analysis, Negotiations and Performance, Purchasing, Strategic Planning and Business Strategies Development.

Claudine graduated with a Bachelor of Arts degree in Communications from Michigan State University, with a minor in Animal Science and Pre-Veterinary Medicine. She is a regular speaker at regional and national conferences, focusing on both technical and soft-skill related topics. She currently serves on the board of directors for a number of non-profit organizations.

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