



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

MARILYN H. WEST

Founder, Owner, and Chairman/CEO, M. H. West & Co., Inc.

BIOGRAPHY

EDUCATION: Master's Degree - University of Pittsburgh, Graduate School of Public Health (PA); Bachelor's Degree in Mathematics - Waynesburg University (PA); Administrative Hearing Officer Certification – College of William and Mary, Marshall Wythe School of Law; Post Graduate Work – Biostatistics (University of Pittsburgh); Leadership Program Graduate - Leadership Metro Richmond and the Virginia Executive Institute; Doctorate of Humane Letters, Waynesburg University.

OCCUPATION: Founder, Owner and Chairman/CEO of M. H. West & Co., Inc. (WEST), a Richmond-Virginia-based consulting firm established in 1991 specializing in management, planning and education services. Joined by talented professionals, WEST creates strategies and solutions and technical assistance to help clients in diverse industries and governmental agencies build and maintain a competent and satisfied workforce, strengthen internal and external customer relationships, develop strategic plans, comply with regulations and public policy and understand factors impacting growth and performance. WEST also provides coaching, life skills and entrepreneurial services for organizations and individuals, notably in the health care and education industries.

PRIOR EMPLOYMENT EXPERIENCE: Statistician-Allegheny County Health Department, Pittsburgh, PA; Planning Director-Western Pennsylvania Hospital-Pittsburgh, PA; Continuing Education Project Director for Mental Health, Mental Retardation and Substance Abuse Services, Virginia Commonwealth University; Director of Planning-Virginia Department of Mental Health, Mental Retardation and Substance Abuse Services (Now the Department of Behavioral Health) ; Director--Virginia Certificate of Public Need Program, Department of Health.

PROFESSIONAL EXPERIENCE AND SKILLS: Advises and consults on matters involving operations, development, structure, regulations and strategy. Works with CEOs, executive management and governance of public and private sector businesses including corporations, medical care facilities, health care systems, federal, state and local governmental agencies, law firms and professional and trade associations. Also advises public and elected officials and community and civic leaders.

Marilyn is known for strong analytical, communication (writing and verbal), management and planning skills, decisiveness, leadership and volunteerism. Has participated in business process optimization and strategic and financial planning initiatives and has led the business process reengineering, organizational development, strategic planning and project management initiatives for the firm. Has also substantial expertise in regulatory impact studies (particularly in the health care industry), business counseling and development, community planning, workforce development, human resources, survey research, government relations and lobbying.

