Shawn Pickett, MBA

Healthcare Operations & Technology Leader

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EXECUTIVE PROFILE

Healthcare operations and technology leader with P&L ownership, clinical experience, and hands-on software development. Built a recurring-revenue business to $3M ARR and 350+ customers, including $1M in software ARR. Leadership scope includes 50+ direct reports at Sarasota Memorial and approximately 7 direct reports plus 30+ indirect contributors at LANDAUER. Develops and implements automation to release capacity and support business growth.

PROFESSIONAL EXPERIENCE

LANDAUER / Fluke Health Solutions

Director of Radiation Safety Support Services | 2016 - Present

Glenwood, IL · Remote

- Built a technology-enabled business from inception to $3M in annual recurring revenue and 350+ customers, with full P&L ownership and authority over budgets, pricing, and priorities.

- Revenue mix: $1M in software ARR through LANDAUER Academy and Regulatory Suite, with the remaining $2M from Radiation Safety Support Services.

- Lead approximately 7 direct reports and 30+ indirect contributors; personally build software while leading teams that develop and implement tools.

- Developed automation that eliminated 2,500+ hours of manual regulatory work annually, releasing operating capacity without treating time saved as equivalent to cash savings.

- Built internal sentiment-analysis tools to identify potential churn risks and upsell opportunities from customer support interactions.

- Set product priorities and track adoption through service uptake connected to dosimetry; customer relationships include subscriptions maintained for 10 years.

Sarasota Memorial Healthcare System

Manager of Non-Invasive Cardiology & Nuclear Medicine, RSO | 2012 - 2016

Sarasota, FL

- Led 50+ direct reports across non-invasive cardiology and nuclear medicine, with P&L ownership and responsibility for departmental budgets and pricing decisions.

- Restructured the radiation safety program, delivering $300K in annual cost savings while improving safety metrics.

- Achieved 100% compliance during state inspections and developed capital equipment and staffing strategies for changing patient volumes.

University Medical Center

Nuclear Medicine Technologist | 2009 - 2012

Lubbock, TX

- Performed diagnostic and therapeutic nuclear medicine and CT procedures; worked with physicians to support patient safety and image quality.

CORE CAPABILITIES

P&L management | Budgeting & pricing | Business-unit growth | Healthcare operations | Product prioritization | Change management | Regulatory workflows | AI & automation | Software development | Python | AWS | Azure | Google Cloud | Salesforce | Zendesk

EDUCATION

Master of Business Administration - Webster University

B.S. Radiologic Science - Midwestern State University

Certificate in Nuclear Medicine - University of Findlay

SELECTED RESEARCH

Oumano, M. A. & Pickett, S. M. Comparison of Large Language Models' Performance on 600 Nuclear Medicine Technology Board Examination-Style Questions. Journal of Nuclear Medicine Technology, May 2025.