



Gillian Jaeger, MHA

Teams: Healthcare & Bio-Science (Team Lead),
Energy & Environment, Government Relations,
International, M&A Support & Due Diligence

Expertise Areas

- Strategic Positioning and Market Entry
- Commercial and Federal Sector Marketing
- Strategic Planning and Business Development
- Due Diligence
- Organizational Effectiveness
- Strategic Communications and Congressional Relations

Professional Experience

Ms. Jaeger leads the Healthcare & Bio-Science Team, supporting clients with expertise in R&D processes, strategic growth, business development, organizational effectiveness and helping foreign companies successfully enter the U.S. marketplace. She supports clients with healthcare industry lobbying, providing critical insights on private sector and federal healthcare markets.

Prior to joining The SPECTRUM Group, Ms. Jaeger supported companies including The PMA Group, Capitol Consulting Group, Imua Technologies and TriWest Healthcare Alliance in several healthcare and bio-science market areas. Her experience includes leading projects in the bio-medical, bio-pharmaceutical, health information technology, and medical device industries. She has worked with clients to develop growth strategies, lead business development, develop R&D strategy, and create and implement sales and marketing plans.

In addition to her work at The SPECTRUM Group, Ms. Jaeger serves as a Health Policy and Management lecturer at the Milken Institute School of Public Health at The George Washington University. As a health administration expert, Ms. Jaeger has also worked with companies to address functional issues, such as organizational effectiveness, growth strategy, turnaround strategy, acquisition strategy and new business development. She also works with international medical trade associations and medical device companies to provide training on U.S. market entry strategies, and to develop and execute growth- and sales-oriented marketing strategies in the federal and commercial markets.

Key Positions

- Consultant and Lobbyist, The PMA Group
- Principal, Capitol Consulting Group
- President and CEO, Imua Technologies
- Director of Government Relations, TriWest Healthcare Alliance

Education

- M.H.A., Health Administration and Policy, The George Washington University
- B.S., Healthcare Management, Southern Illinois University
- Masters Certificates, Villanova University: Human Resources, Project Management

99 Canal Center Plaza, Suite 450 | Alexandria, VA | 22314

703.683.4222

www.spectrumgrp.com