

VELL

Representative Vell Placement

JOHN VOLPE
VICE PRESIDENT, SALES



IHM announced the appointment of John Volpe as Vice President of Sales. Mr. Volpe is a seasoned sales executive with extensive experience building sales organizations.

Prior to IHM, Mr. Volpe served as a Senior Account Executive at MicroStrategy, a business intelligence software provider. During his time at the company, he created a new healthcare vertical focused on selling to payers and providers. Before joining MicroStrategy, Mr. Volpe was the VP of Sales at PromoLeads, a startup internet marketing and lead generation platform for the promotional products industry. He joined PromoLeads from Microsoft, where he served as a Service Sales Executive. In this role, he provided support solutions to customers, implemented strategic technology roadmaps, coordinated channel partners, and created and managed complex teams.

Before joining Microsoft, Mr. Volpe served as the VP of Sales at Dimensional Insight, a company which develops and markets business intelligence software. While at the company, he was responsible for driving revenue growth, creating an annual business plan with full P&L responsibility, staffing, and managing international relationships with partners. During his twelve-year tenure at Dimensional Insight, he also served as the Director of Sales and as an Account Manager. Earlier in his career, Mr. Volpe served as an Executive Account Manager at Vality Technology and as a Director of Business Development at BIS Strategic Decisions (now part of Forrester Research). He began his career as an Account Manager at NCR Corporation.

Mr. Volpe holds a B.A. in Psychology from Boston College.

About IHM

The Institute for Health Metrics is focused on developing an electronic data analytics system to support quality and operational improvement in hospitals and research in public health and health care services. As a central component of its mission, IHM works with a network of leading hospitals and researchers to organize and analyze health information as part of a variety of programs to support quality of care research, measurement, and improvement. Through its analytical research, IHM supports the development of electronic systems and services that transform raw data into actionable insight. For more information, please visit www.healthmetrics.org