

JAMES SAMSON
1 Washington Street, Suite 4144, Dover, NH 03820
Jsamson.nes@gmail.com

PROFILE

Healthcare professional with extensive experience in both the provider and payer markets who has a well-established history of opening up new territories and creating services related to physical performance benchmarking, return to work, and medical cost containment.

WORK EXPERIENCE

2007-Present

NES Assurance, Dover, NH

Chief Executive Officer

NES Assurance is a Third Party Administrators and a fiduciary agent for medical liability expenses. NES Assurance focuses on leveraging innovative cost containment programs and fiduciary management to optimize medical liability expenses through industry-leading channels like Lloyds of London syndicates, law firms, and private agencies. With extensive experience in managed care, healthcare, and insurance, the organization emphasizes operational efficiency and value-driven partnerships. A strong commitment to innovation is reflected in the development of proprietary platforms and tailored programs that address unique client needs, particularly within the surrogacy and fertility markets.

- Spearheaded web-based Enterprise Resource Platform architecture for management of claims process and financial expenditures allowing streamlined access and transparency for underwriting, brokerage, vendors, claims, and end user.
- Contracted with Lloyds of London for international medical liability product for portfolio in excess of 40 million dollars annually.
- Profit and Loss responsibility averaging annual net profit growth of 30% since 2009.

2001-Present

Northeast Evaluation Specialists; PLLC; Dover, NH

FOUNDER, CO-PRINCIPAL

Northeast Evaluation Specialists is a Medico-legal practice and regional leader in providing assessments, industrial rehabilitation and disability determinations for the insurance industry and government agencies.

- Created Residual Physical Capacity Evaluation Program for the State of New Hampshire SSI and SSDI programs
- Created benchmark utilization review tool for NES outpatient treatment facilities and developed predictive modeling system for determining treatment needs for long term residential rehabilitation patients.
- Provide in-service trainings for government agencies and employer groups discussing ergonomic and workplace evaluation solutions to limit injury exposure and associated financial risks.

2005 to 2009

CorVel Corporation; Acton, MA

REGIONAL ACCOUNT EXECUTIVE/NEW YORK AND NEW ENGLAND

CorVel Corp. is a national provider of leading edge health care management services and solutions for workers compensation, liability, and group health and disability insurance markets. This takes the form in a variety of services from claims adjudication CRM platforms to medical bill review, case management to pharmacy discount networks and various managed care services. Was responsible for opening new territory of New England and New York and managing the sales cycle from lead generation through close for all lines of service.

- Originated corporate captive initiative; laying the groundwork for marketing of new national TPA line to captive managers and brokers in all domestic captives.
- Accountable for meeting 2 million in yearly revenue quota of closed new business.
- Current projected revenue of closed business prior to departure in 2009: 6.8 million.

2003 to 2005

Lakeview Healthcare Systems, Inc., Effingham Falls, NH
DIRECTOR of MARKETING

Lakeview Healthcare Systems, Inc. is a leading provider of cutting-edge treatment specializing in the rehabilitation of catastrophic injuries associated with brain and spinal cord injury. Operating throughout the Eastern and Midwestern regions of the United States, responsibilities included the management of referrals in New England and the marketing of facility services at conference and in-service presentations, regionally and nationally.

- Developed referral territory responsible for approximately 16 million dollars in yearly revenue.
- Opened up national marketing program for expansion of new residential treatment facilities\
- Created and managed Clinical In-service program for national audience of approximately 3500 clinicians monthly in 50 states and Canada.
- Developed Rehab at Home, home health program and lead CARF and JCAHO accreditation efforts for CMS funding

2002 to 2003

Goodwill Industries of Northern New England/Bayside Neurorehabilitation Center, Portland, Maine;
CLINICAL COORDINATOR/CONSULTANT

Bayside Neurorehabilitation Center is an outpatient treatment facility for brain and spinal cord injury and a division of Goodwill Industries of Northern New England. Responsibilities included supervising the consistency of clinical service delivery from Bayside Neurorehabilitation Center's clinical day program to Goodwill's residential consumers. This included providing consultative services to managers, direct support specialist, clinical staff, and program directors.

- Developed information tracking systems for behavioral event tracking, antecedent management, and intervention consequence in facility's residential treatment programs.
- Developed communication workflow between clinical teams and residential programs in order to maximize intervention carryover and treatment consistency.

2001 to 2002

The Krempels Foundation, Portsmouth, NH;
PROGRAM COORDINATOR

The Krempels Foundation is the first university affiliated clubhouse model design in New England established to meet the daily needs of brain injury survivors living in the community. Responsibilities included the coordination of therapeutic programs and the supervision of clientele, staff, interns, and volunteers. Additional duties included the marketing of The Krempels Foundation and its associated programs at regional conferences, workshops and varied fundraiser events.

- Original manager hired to co-create and oversee educational and therapeutic programs for community program for adults with neurologic impairment.
- Responsible for the development and chairing of member and volunteer run improvement committees.'

1997 to 2001

Lakeview NeuroRehabilitation Center, Effingham Falls, NH;
PROGRAM MANAGER

Responsibilities included the creation of group therapies and individual treatments for clients within both neurorehabilitation and neurobehavioral programs and in the supervision of occupational therapists, student interns, and direct care staff, in the application and follow through of client specific treatment protocols and interventions.

- Established university collaborations for student intern and research programs
- Developed facility wide in-service training programs and commissioned the building of treatment spaces for expansion of clinical treatment programs to serve developmental disability clientele.

EDUCATION/AWARDS

Master of Science; Occupational Therapy; Colorado State University
Bachelor of Science; Occupational Therapy; University of New Hampshire

Board Certified/Registered Occupational Therapist, (NBCOT) National Certification Merit
Certified Evaluator, Assessment of Motor and Process Skills (AMPS) National Certification Merit
Certified Work Capacity Evaluator (CWCE), National Certification Merit
Certified Ergonomics Assessment Specialist, (CEAS), National Certification Merit

AFFILIATIONS/MEMBERSHIPS

Licensed Insurance Producer, Property, Liability, Life,
Health & Disability for New Hampshire, Massachusetts,
Maine and Vermont (2018-Present)
Vermont Captive Insurance Association (2006-present)
NH Claim Association (2010-present)
NY Claims Association (2010-present)
Massachusetts RIMS Association (2007-present)
Maine Workers Compensation Coordinating Council (2007-present)
American Occupational Therapy Association (1995-present)

New Hampshire Brain Injury Association Forensic Support Task Group (1996-2005)
Maine Occupational Therapy Association (2002-2005)
New Hampshire Occupational Therapy Association (1996-2005)

COMMITTEES/ACTIVITIES

Kennebunk Wells Middle School Hockey Board of Directors (2020-present)
Kennebunk Wells Middle School Hockey Coach (2012-Present)
Kennebunk Kennebunkport Arundel Football Coach (2015-Present)
Kennebunk Kennebunkport Arundel Football Association Board of Directors (2014-present)
National Kidney Foundation of Maine; Board of Directors (2006-2014)
The Krempeis Foundation; Board of Directors (2007-2012)
New Hampshire Occupational Therapy Association Executive Board Member (2002-2006)
New Hampshire State Representative, American Occupational Therapy Association, (2002-2006)
University of New Hampshire, Adjunct Faculty, Occupational Therapy (2003-2005)
University of New England, Adjunct Faculty, Occupational Therapy (2001-2003)