

STEVAN KOYE

Implementation | Client Adoption | Stakeholder Engagement
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PROFESSIONAL SUMMARY

Experienced cross-functional professional who helps organizations move from intention to execution by aligning people, processes, vendors, clients, and stakeholders around a shared objective.

SELECTED EXPERIENCE

Enterprise Standardization & Vendor Coordination - Concentra Health Centers

- Helped develop a national capital-equipment solution across locations with different vendors, contracts, pricing, and service relationships.
- Supported approximately \$10 million in capital-equipment sales and built current-state and financial comparison models.
- Coordinated independent vendors across multiple markets and helped develop a standardized national service model.

Corporate Training & Onboarding - Tom Thumb / Randalls

- Supported training and onboarding for approximately 200 employees.
- Translated corporate procedures into practical frontline execution across different experience levels.

Multi-Site Operations & Organizational Improvement - Far Out Hospitality

- Managed two restaurant locations with 40-50 employees per location.
- Hired approximately 100 employees and developed scalable training and operational frameworks.

Complex Stakeholder Alignment - Bridlewood Equestrian Center

- Helped navigate a \$1.2 million property situation involving ownership, residents, developers, homebuilders, and prospective buyers.
- Used direct neighborhood engagement and conflict management to identify an alternative buyer.

Executive Communication & Negotiation - Duncan Perry Road

- Supported a 23-acre multifamily-zoned property valued at approximately \$2 million at target pricing.
- Developed a written business case that helped secure approximately six months of additional runway.

CORE STRENGTHS

Implementation | Client adoption | Stakeholder engagement | Onboarding | Training | Knowledge transfer | Cross-functional coordination | Vendor management | Operational readiness | Process improvement | Executive communication | Facilitation | Conflict resolution | Relationship management | Multi-site operations | Influence without

authority

CURRENT FOCUS

Full-time corporate roles in implementation, client onboarding, client adoption, stakeholder engagement, organizational change, learning and development, and client operations.

Work style: Dallas-Fort Worth | Hybrid / Remote | Limited Travel