

Benjamin Eliansky, BSN, RN, CLNC

Clinical Specialist

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📍 Florida | Open to relocation
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PROFESSIONAL CLINICIAN SUMMARY

Dedicated and versatile Registered Nurse and Certified Legal Nurse Consultant (CLNC) with over 15 years of clinical experience in emergency, trauma, pediatric, and outpatient care. Proven expertise in high-acuity environments with a strong foundation in clinical knowledge and a consistent focus on patient safety. Skilled in quality assurance and process improvement initiatives aimed at enhancing care delivery, reducing risk, and promoting compliance with regulatory standards. Demonstrated success in analyzing clinical workflows and implementing evidence-based interventions to optimize patient outcomes. Adept at bridging clinical practice with legal, educational, and business domains to support litigation, enhance training outcomes, and drive healthcare innovation. Expert in clinical training and multi-modal educational strategies, utilizing simulation methods to build the competencies of multidisciplinary teams and foster a culture of continuous improvement.

PROFESSIONAL BUSINESS SUMMARY

Uniquely skilled business leader with a successful background as an entrepreneur, driving a startup to over \$1 million in consistent annual revenue. Proven business acumen and sales expertise in building relationships with key opinion leaders and stakeholders to differentiate products and expand market reach. Adept at leveraging data analytics to inform business strategies and improve training initiatives. Committed to merging clinical excellence and education with business strategy to drive healthcare technology to improve patient outcomes.

SKILLS and EXPERTISE:

- Emergency & Trauma Nursing (Adult & Pediatric)
- Certified Legal Nurse Consulting (CLNC)
- Critical Care & Procedural Nursing
- Clinical Training & Simulation Education
- Legal Record Review & Standard of Care Analysis
- Adult Learning Principles
- Project & Account Management
- Stakeholder & Influence Management
- Sales Strategy & Value-Based Positioning
- Data Analytics | CRM | MS Office | Trello

BUSINESS LEADER AND MARKETING SUMMARY

Founder, Chief Operations Officer, Chalk and Brush Design, Coral Gables, FL (06/2013-Present)

- **Dynamic Business Growth Leader:** Founded and served as Chief Operations Officer of a startup that achieved over \$1 million in revenue by employing effective business strategies and leveraging a blend of traditional sales techniques (i.e. cold calling, outreach) and solution-based selling with emphasis on differentiating value.
- **Innovative Value Proposition Development:** Successfully drove product differentiation by developing unique value propositions that addressed unmet customer needs, effectively positioning the organization ahead of competitors in the market.
- **Relationship Building and Stakeholder Engagement:** Cultivated and maintained strong relationships with Key Opinion Leaders (KOLs) and industry stakeholders, resulting in valuable collaborations that

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enhanced product recognition and expanded market reach. Experienced in quickly identifying decision makers and building trust to drive sales.

- **Data-Driven Decision Maker:** Leveraged data analytics to assess customer behaviors, market trends, and operational performance, utilizing insights to inform business strategies and drive further growth initiatives.
- **Account/Project Management and Team Leadership:** Experienced in managing complex accounts to ensure comprehensive support to facilitate retention. Expertly guided cross-functional teams and overseeing project execution, ensuring alignment with business objectives and fostering a collaborative environment that promotes innovation and efficiency.

CLINICAL AND TRAINING EXPERTISE

- Designed and implemented multi-modal training programs tailored to diverse multidisciplinary healthcare teams, using advanced simulation methods to elevate clinical competencies and team readiness.
- Applied adult learning theory and locally relevant case studies to increase engagement and real-world application.
- Developed training strategies aligned with hospital system goals, rapidly adapting content to meet emerging quality, safety, and regulatory needs.
- Served as Simulation Clinical Coordinator at Miami Children's Hospital, where simulation-based learning improved staff performance in high-risk scenarios.
- Mentored new and experienced clinicians in clinical judgment, procedural protocols, and patient safety practices.
- Delivered education across emergency, trauma, and outpatient settings, ensuring competency across pediatric and adult populations.
- Provided legal education and support to attorneys through Certified Legal Nurse Consultant (CLNC) practice, synthesizing clinical education into actionable case insights.

INDIVIDUAL ROLES AND EXPERIENCE

RN, Emergency Room, Pediatrics, Holtz Children's Hospital, Miami, FL (02/2015-12/2016)

RN, Emergency Room, South Miami Hospital, South Miami, FL (03/2013-10/2016)

RN, Emergency Room, Pediatrics, Joe DiMaggio Children's Hospital, Hollywood, FL (07/2011-01/2015)

RN, Emergency Room, Adult and Pediatrics, Homestead Hospital, Homestead, FL (07/2011-02/2013)

RN, Simulation Clinical Coordinator, Miami Children's Hospital, Miami, FL (02/2010-07/2011)

RN, Charge, Emergency Room, Miami Children's Hospital, Miami, FL (04/2006-08/2009)

RN, Supervisor, Miami Jewish Home and Hospital, Miami, FL (07/2004-04/2006)

EDUCATION/LICENSURE

Bachelors of Science in Nursing (BSN)

Professional Registered Nurse, Multistate Compact, Active

Certified Legal Nurse Consultant (CLNC)