

SAM CORNELL

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PROFESSIONAL SUMMARY

Operations and public policy professional with experience spanning organ procurement, NIH-funded biomedical research, healthcare advocacy, and team leadership. Proven ability to communicate complex scientific and technical information while working with multidisciplinary stakeholders across healthcare systems, federal, state, and local government, and community organizations. Background includes federal regulatory compliance, legislative advocacy, and leadership developed through high-consequence clinical operations and leading teams in outdoor education and youth development. Brings strong analytical thinking, written communication, and a deep commitment to public service and environmental stewardship.

PROFESSIONAL EXPERIENCE

Organ Procurement Surgical Services Coordinator *May. 2026–Present*

OurLegacy Florida | Orlando

Full-Time | Rotating 24-hour on-call shifts

- Prepared and reviewed complex clinical and operational plans and documentation within CMS-regulated environments while coordinating multidisciplinary teams across hospitals, transplant centers, and aviation providers.
- Contribute to successful recovery outcomes through efficient OR coordination, preservation techniques, and time-critical communication, serving as first assistant and packaging technician.
- Developed expertise in organ preservation systems and emerging procurement technologies across diverse hospital systems.
- Coordinate multi-agency logistics across hospital systems, aviation providers, transplant centers, and government-regulated entities throughout the Southeast; manage competing priorities in time-critical environments.
- Built and maintained professional relationships with surgeons, hospital staff, transplant coordinators, and multidisciplinary stakeholders across multiple facilities

Organ Donation Surgical Contractor *Jun. 2021–Jan. 2025*

LifeQuest Organ Recovery Services / UF Health | Gainesville & North Florida, FL | *On-Call PRN, ~80 hrs/month*

- Conducted NIH-funded biomedical research at UF and Mayo Clinic Jacksonville; developed rigorous evidence evaluation, documentation, and technical writing skills across multiple federally funded laboratory environments.
- Maintained detailed procedural records and correspondence in compliance with NIH, CMS, and institutional review requirements; demonstrated accountability and precision in federally supported research environments.
- Monitored evolving clinical conditions and communicated critical operational information to multidisciplinary teams to support rapid decision-making in time-sensitive surgical environments
- Gathered and evaluated complex operational and clinical information from multiple sources to present findings clearly and accurately to diverse stakeholders, including surgeons, hospital administrators, and regulatory personnel.
- Master surgical first assistance for organ donation & procurement cases, including acting as the Lead Surgeon for research-only cases.

Founder & Operator *2022–Present*

SCOPE LLC (eCommerce & Contracting) | Remote, Self-Employed | *~20 hrs/week*

- Scaled an independent business to 30% year-over-year growth in annual revenue (FY2021-2025); managed stakeholder communications, compliance documentation, and strategic planning independently.
- Applied data analytics tools (Tableau, SQL) and leveraged AI-assisted analytical workflows, SQL, and Tableau to synthesize information, improve operational decision-making, and streamline customer communications.
- Managed the full customer lifecycle, including product sourcing, pricing strategy, customer acquisition, retention, issue resolution, and post-sale support.
- Analyzed conversion rates and customer behavior to optimize funnel performance, improving purchasing experiences
- Leveraged automation, data tools (Tableau, SQL familiarity), and coding-assisted workflows to improve efficiency

Staff Manager — Programming *Summers 2018–2024*

Camp Crystal Lake / Alachua County School Board | Starke, FL, *Seasonal | ~70 hrs/week during sessions*

- Supervised and mentored teams of seasonal counselors while balancing participant safety, program quality, and operational logistics in a dynamic outdoor education environment, fostering leadership, accountability, and operational excellence.
- Managed safety operations and planning for outdoor education programs and prepared reports for program review.
- Supported camper development through structured programming focused on leadership, teamwork, and environmental education
- Directed sailing and water courses, ensuring proper instruction, equipment readiness, and participant safety

PUBLIC POLICY ENGAGEMENT & INTERNATIONAL EXPERIENCE

Washington, DC & Florida | *Collateral responsibilities within student and self-employed roles*

- Met directly with U.S. Senators, Members of Congress, and Congressional staff in Washington, D.C. to advocate for and translate technical CMS regulatory language into plain-language fact sheets and briefing materials for Congressional audiences with no background in transplant medicine or federal health regulation; adapted messaging in real time based on each office's priorities and level of familiarity with the subject.
- Presented findings and policy recommendations to Alachua County School Board officials; collaborated with healthcare professionals, law enforcement, educators, and local officials to support approval of trauma kit placement in every public school in Alachua County.
- Presented and prepared formal correspondence, briefing papers, and presentation materials for elected officials and public bodies at county commission meetings; ensured accuracy, compliance with institutional standards, and clear communication of technical findings.
- Invited to attend Robinhood's exclusive European product announcement in Cannes, France, engaging with technology leaders, entrepreneurs, and financial industry professionals. Also attended international conferences and seminars focused on artificial intelligence, healthcare innovation, and emerging technologies to broaden technical and global perspectives.
- Extensive independent travel across 50+ countries across 6 continents fostered adaptability, cultural fluency, strategic curiosity, and the ability to navigate unfamiliar environments while building relationships with individuals from diverse cultural and professional backgrounds. These experiences continue to shape how I approach leadership, communication, and problem-solving across disciplines.

EDUCATION

University of Florida, May 2022
B.S. Zoology (Pre-Medicine)

Western Governors University, In Progress, Expected Nov 2026
MBA, Information Technology Management (In Progress, Expected 2026)

Saint James School of Medicine, Deferred 2026
Doctor of Medicine — Accepted, Deferred to Pursue All Options

RESEARCH & PUBLICATIONS

Developed a foundation in scientific inquiry through NIH-funded biomedical research by critically evaluating scientific literature, analyzing experimental data, and communicating technical findings through written reports and multidisciplinary collaboration. These experiences strengthened my analytical reasoning, evidence-based decision-making, structured writing, and ability to solve complex problems across technical disciplines.

University of Florida Honey Bee Research Laboratory: UF IFAS/Extension - Student Researcher, 2020-2021

University of Florida Transplant and Hepatobiliary Surgery Research Laboratory. Dr. Ali Zarrinpar, 2020-2022

Mayo Clinic Jacksonville Liver Transplant Laboratory. Dr. Justin Nguyen Jan. 2023 - 2025

American College of Surgeons - High Impact Clinical Trials and Studies, Medical Student Program Abstracts:
Pending: #5345, Effects Of Lateral Extraperitoneal Positioning Of Renal Allograft Vein In Human Kidney Transplantation (Co-Author)

ADDITIONAL INFORMATION

Languages: Spanish (Fluent) | Italian (Intermediate) | Chinese (Beginner)

Technical & Professional:

- FAA Student Pilot Certificate
- Tableau | SQL (Working Knowledge) | AI-Assisted Analytical Workflows
- CMS & DHHS Regulatory Compliance | Sensitive Information Handling
- Online Business Development, Sales, & Customer Relationship Management

Professional Highlights:

- University of Florida ROTC participant
- CMS & DHHS Regulatory Compliance & Documentation

- Assisted 2,250+ organ recovery surgeries (500+ research cases), observed surgical technique abroad in the United Kingdom and St. Vincent and the Grenadines