

Sasha Fannin

Senior director of client engagement

Sasha Fannin is the Senior Director of Client Engagement for aptitude and currently leads the Provider Market Executive team responsible for supporting our health care organizations across the country. In her role, she oversees the recruitment and onboarding of new health care organizations as well as the execution of \$1.3B in annual hospital committed purchasing volume.

Prior to her time with aptitude, Sasha served on the Vizient Advisory Solutions team for 9 years. Sasha started her career in healthcare as a sourcing executive for medical surgical and musculoskeletal service lines. She has also served as a Purchase Services and Medical Surgical service line lead. In her role prior to joining the aptitude team, Sasha acted as the Assistant Director of Strategic Sourcing for one of the largest non-profit integrated health care delivery networks in Northern California. During this time, Sasha collaborated with clinicians and the c-suite to develop and implement clinical and business criteria necessary to improve quality metrics and spend management.

Sasha earned a Bachelor's of Business Administration from California State University in Sacramento and a Master's of Health Administration from Ohio University. She is also a member of Professional Women in Healthcare (PWH).



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