

JASON E. BORQUE, RN

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PROFILE SUMMARY

Top-producing sales professional, offering extensive experience in sales, account management, and customer service. Skilled in directing effective sales programs, developing accounts, and increasing revenue. Equipped with strong leadership skills, able to prepare and deliver successful presentations and to negotiate contracts. Adept at selling both medical products and services; as well as communicating both oral and written ideas and information. Powered with extensive background in sales, proven ability to meet and exceed targeted goals, and proficiency in establishing professional relationships with diverse customer base, maximizing sales opportunities, and presenting professional sales image.

CORE COMPETENCIES

- Sales Action Plans and Development
- Leadership, Training, and Team Building
- Business Management and Operations
- Account Management
- Creative and Strategic Planning
- Presentation, Negotiation, and Closing Skills
- Client Needs Analysis
- Articulate Oral and Written Communication
- Unique Prospecting Technique
- Time Prioritization and Multitasking
- Problem Resolution and Decision Making
- Highly Organized Analytical Abilities

PROFESSIONAL EXPERIENCE

Treatment and Charge Nurse

June 2018 – Present

Oceanview Healthcare | Texas City, Texas

- Evaluate, monitor and treat all wounds in-house. Provide stellar hands-on patient and wound care
- Adept at consistently exceeding all expectations and providing the highest level of service regardless of time constraints.

Marathon Healthcare Services | Pearland, Texas | Program Director

September 2017 – December 2017

- Designed, implemented, monitored and education clinical staff on heart failure and COPD
- Oversaw quality initiatives instituted by tracking quality measures
- Created marketing materials and presented programs to case managers and physicians

Clinical Liaison

May 2017 – August 2017

Cornerstone Hospital | Webster, Texas

- Evaluated medical chart reviews and in-person assessments for admission of referred patients
- Performed SWOT marketing analysis and developed a plan to surpass admission goals
- Educated referral sources on all programs, services, and outcomes to increase referral volume

Clinical Liaison

November 2016 – April 2017

Kindred Rehabilitation Hospital | Webster, Texas

- Met all planned goals and routinely exceeded referral goals by 30% as a direct result of the marketing plan I developed for client admissions. Acted as decision-maker to determine admission of new patient referrals.

Cardiac Program Manager, Alternate Administrator and Supervising Nurse

June 2015 – October 2016

AMD Infusion | Houston, Texas

- Developed an Inotrope program to increase monthly revenue by \$117k in just three quarters
- Educated sales staff and home health nurses and executed strategic sales objectives
- Directed administration tasks including hiring, firing, employee evaluation, policies and operations

Assistant DON

December 2013 – June 2015

Denson Home Health | Houston, Texas

- Developed a successful high-risk cardiac program to reduce re-hospitalization rates to 4%
- Performed QA for the wound care program and frequently assessed wounds, ulcers and injuries
- Ensured nurse compliance with all policies and procedures and maintained daily operations

ICU Staff Nurse 3, Utilization Review Case Manager, Correctional Managed Care June 2012 – October 2013

University of Texas Medical Branch, TDC | Galveston, Texas

- Assessed new inmates from outside facilities for a 4-bed triage area
- Evaluated use of medical services, procedures and facilities for TDCJ inmates under InterQual
- Provided frequent care for patients post CV and general surgery, multisystem failure or AMI

Adult Department Clinical Manager

August 2011 – November 2013

Denson Home Health | Houston, Texas

- Managed 20 RN/LVNs and home health aides and oversaw all aspects of patient care
- Ensured patients receive services as ordered by managing on-going care process and discharge
- Maintained patient safety and boosted positive outcomes by coordinating care with field staff

Adult Department Clinical Manager

August 2011 – November 2013

Denson Home Health | Houston, Texas

- Managed 20 RN/LVNs and home health aides and oversaw all aspects of patient care
- Ensured patients receive services as ordered by managing on-going care process and discharge
- Maintained patient safety and boosted positive outcomes by coordinating care with field staff

RN and Field Case Manager

April 2010 – August 2011

Theracare Home Health | Houston, Texas

- Coordinated patient's home care and provided stellar professional care to each patient
- Determined patient eligibility for home care services and developed plan of care
- Implemented wound care in conjunction with patient's primary care physician

Charge RN

December 2008 – February 2010

Fresenius Southeast Kidney Center | Houston, Texas

- Supervised direct patient care staff daily and ensured provision of quality patient care
- Maintained overall shift operations in a safe, efficient, and effective manner
- Conducted monthly staff meetings to keep them informed of changes in patient needs

Charge RN, CVICU and MedSurg ICU

April 2006 – December 2008

Clear Lake Regional Medical Center | Webster, Texas

- Mentored new critical care nurses to improve delivery of patient care
- Offered complete nursing care of cardiovascular, surgical, and ICU patients

Staff RN, Oncology

December 2003 – February 2006

Hermann Memorial Southeast | Houston, Texas

- Identified and administered chemotherapy and other biotherapeutic treatment agents to patients
- Developed individualized care plans for medical and surgical oncology patients
- Educated patients and their family members about the effects of cancer-related treatments

Charge RN, ER, Staff Nurse, Critical Care Float Pool

June 2001 – December 2003

Methodist Hospital | Houston, Texas

- Supervised and directed patient care of a 30-bed emergency department
- Assisted with development and implementation of treatment and triage protocols
- Treated patients of MICU, SICU, CVICU, NICU, CCU, and Cardiac Cath Lab

EDUCATION & PROFESSIONAL DEVELOPMENT

VOHRA Wound Physicians | Completed

February 2019

- Wound Care Certification

Galveston College | Galveston, Texas

1990

- Associate's Degree in Nursing
- Honors: Recognized as a member of Who's Who Among Students in American Junior Colleges 1989, nominated by professors on the basis of outstanding scholastic achievement.