**Jason E. Borque, RN CDP**

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**Qualifications Profile**

* **Business Development:** *Adapt in marketing and business development within healthcare**industry with a focus on educating staff and patients alike to boost referral volume.*
* **Strategy Development:** *Skilled in designing and developing marketing strategies for assigned territory that secured and increased in patients’ admission to health care facilities.*
* **Nursing Care:** *Extensive experience in providing critical care, treating various diseases, designing treatment plans, making referrals to patients for consultation, and reviewing medical histories*.
* **Soft Skills:** *Excellent interpersonal, negotiation, presentation, and communication skills along with the ability to build and maintain long-term professional relationships with customers/patients.*

**Professional Experience**

**Wound Care and Charge Nurse** | Ocean view Healthcare, Texas City, TX2018 – Present

Provide wound care, including applying bandages and medications while assessing best product for a patient's specific situation. Assess resident's needs, plan modify care, and implement interventions as an active part of healthcare team

*Key Accomplishments:*

* Reduced in-house pressure wounds by 40% by adhering to best practices and educating clinical staff on offloading and making timely referrals to nutrition and wound care MD.
* Defined and executed treatment and education protocol for advanced heart failure patients.

**Program Director** | Marathon Healthcare Services, Pearland, TX2017

Collaborated with physicians, case managers, and other members of healthcare team to develop marketing materials. Designed and implemented new departmental policy protocols for staff training on heart failure and COPD. Evaluated quality measures, such as morality rate, readmissions, safety, effectiveness, and timeliness of care to determine healthcare quality.

*Key Accomplishments:*

* Delivered expert-level guidance to marketing director in successful execution of clinical programs into the business development plan.
* Planned and led clinical programs for high risk diabetes, COPD, pneumonia, and heart failure patients.

**Clinical Liaison** | Cornerstone Hospital, Webster, TX2017

Participated in SWOT market analysis as well as development and implementation of business plans for hospital to surpass admission goals. Oversaw referred patient admissions and modified interventions based on medical charts and in-person assessments.

*Key Accomplishments:*

* Exceeded admission targets to facility by 150% within first month by identifying new admission referral sources, and networking with providers, program directors, and case managers.
* Boosted referral volume by training referral sources through brochures, flyers, information kits, and other outreach and marketing tools.

**Clinical Liaison** | Kindred Rehabilitation Hospital, Webster, TX2016 – 2017

Directed new patient admissions, explained benefits to patient and family, and delivered general education regarding acute rehabilitation care. Performed SWOT analysis for assisting the Business Development Director in identifying new opportunities and creating strategic alliances to drive referrals. Reviewed all new referrals for clinical appropriateness and collaborated with the medical director to deliver enhanced care.

*Key Accomplishments:*

* Increased referral goals by 30% by executing effective admission strategies and business development plans, such as dialysis centers.

**Cardiac Program Manager, Alternate Administrator & Supervising Nurse** | AMD Infusion, Houston, TX2015– 2016

Designed and implemented sales training tools for staff and home health nurses to attain sales objectives. Directed and monitored organization staffing, includes employee recruitment, selection, training, career development, performance assessment, workload planning, recognition, and salary/disciplinary actions. Spearheaded a heart fail program for a specialty IV pharmacy.

*Key Accomplishments:*

* Enhanced monthly revenue by $117K within three quarters, while keeping readmissions under 6% through creation of an inotrope program.
* Delivered business development presentations to large groups, including cardiologists on the clinical aspects of program.

**Assistant DON** | Denson Home Health, Houston, TX2013 – 2015

Executed QA for wound care program to determine wounds, ulcers, and injuries and provide healthcare services accordingly. Ascertained nurse compliance with institutional regulations, maintaining daily operations. Provided effective contributions in business development plans to identify new opportunities.

*Key Accomplishments:*

* Increased specialty admissions and reduced high risk re-hospitalization rates to 4% by creating a successful high risk cardiac program.
* Boosted advanced heart failure referral by 300% by developing a clinical program, in liaison with specialty hospital program managers and mid-level practitioners.

**ICU Staff Nurse 3, Utilization Review Case Manager, Correctional Managed Care** | University of Texas Medical Branch, TDC, Galveston, TX2012 – 2013

Determined the priority of patients' treatments based on the severity of condition for a four-bed triage area to prevent overcrowding in main facility. Utilized InterQual for conducting inpatient and post-acute utilization review of medical services, procedures, and facilities for TDCJ inmates. Delivered effective post CV and general care to patients with broad spectrum of critical care, including multisystem failure, post cardiovascular surgery patients, and AMI.

*Key Accomplishments:*

* Mentored UTMB BSN students in critical care nursing.

**Adult Department Clinical Manager** | Denson Home Health, Houston, TX2011 – 2013

Managed all aspects of patient care and coordinated the workings of 20 RN/LVNs and home health aides. Reviewed and implemented physician orders and examined lab results and reported anomalies to physician. Assured the maintenance of safety, respect, and dignity of patients in cooperation with field staff.

*Key Accomplishments:*

* Accelerated referral rate by 25% by coordinating with marketing department.
* Maintained specialty readmissions, including HF, COPD, diabetes, and pneumonia under 10%.

**RN & Field Case Manager** | Theracare Home Health, Houston, TX2010 – 2011

Oversaw all aspects of treatment from referring medications to providing education and discharge instructions on self-management to resident and family. Administered medications and wound care treatments ordered by the physician following facility protocol. Adhered to home care services criteria to determine patient eligibility, designing appropriate plan of care accordingly.

*Key Accomplishments:*

* Single-handedly coached and provided expert care to a high risk wound care patient for four months; discharged after complete recuperation of wounds.

**Charge RN** | Fresenius Southeast Kidney Center, Houston, TX2008 – 2010

Assessed staff performance, completed administrative tasks, and ensured a high-level of patient care. Directed staff for adequate and seamless functioning of shift operations. Led monthly staff meetings for patient needs appraisals.

*Key Accomplishments:*

* Can you please mention any accomplishment of yours?

**Additional Experience:**

Charge RN, CVICU and MedSurg ICU at Clear Lake Regional Medical Center 2006 – 2008

Staff RN, Oncology at Hermann Memorial Southeast 2003 – 2006

Charge RN, ER, Staff Nurse, Critical Care Float Pool at Methodist Hospital 2001 – 2003

**Education and Credentials**

**Associate Degree in Nursing**

Galveston College, Galveston, TX

**Professional Certifications**

Specialty certifications in marketing, Forbes Learning

Wound Care Certification, Vohra Wound Physicians

National certification as Dementia Practitioner (CDP)

**Honors**

Recognized as a member of Who’s Who Among Students in American Junior Colleges, nominated by professors on the basis of outstanding scholastic achievement.