

RICHARD VOGEL

Healthcare Strategy Consultant

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📍 Nashville, TN
🌐 [LinkedIn](#)

EDUCATION

PhD – Neuroscience

PhD – Psychology

[Indiana University](#)

📍 Bloomington, IN

📅 2002-2009

SKILLS

Leadership:

- ✓ Strategic
- ✓ Flexible
- ✓ Inspiring
- ✓ Purpose Driven
- ✓ Accountability

Communications:

- ✓ Public Speaking
- ✓ Audience Analysis
- ✓ Advocacy
- ✓ Digital Planning
- ✓ Social Marketing

Organizational:

- ✓ Operations
- ✓ Planning
- ✓ Prioritization
- ✓ Delegation
- ✓ Teamwork

Interpersonal:

- ✓ Collaboration
- ✓ Persuasion
- ✓ Stakeholder Engagement
- ✓ KOL Relations
- ✓ Client Relations

Problem Solving:

- ✓ Curiosity
- ✓ Critical Thinking
- ✓ Troubleshooting
- ✓ Research
- ✓ Analysis

Technical:

- ✓ Medical Education
- ✓ Conference Planning
- ✓ Financial Reports
- ✓ Contracting
- ✓ Healthcare Compliance

CAREER SUMMARY

Over 15 years of progressive expertise in healthcare operations, neuroscience service lines, client relations, and stakeholder engagement. Known for exceptional public speaking skills, creative storytelling, and the ability to convey complex ideas to any audience with clarity. A client-facing champion and industry thought leader, recognized for fostering collaborative partnerships, enhancing brand recognition, and exceeding KPIs in dynamic healthcare environments.

WORK EXPERIENCE

Stimulating Stuff

Healthcare Strategy Consultant 📍 Nashville, TN 📅 Present

- Founded a consulting and advisory practice to bridge career gap. Focused on elevating healthcare and biotech firms with expert consultation on medical education, communications and market entry strategies.

Real Time Neuromonitoring Associates

Vice President, Clinical Services 📍 Nashville, TN 📅 2022-2024

- Analyzed market trends, identified needs, conceptualized new service line rollouts, and advised senior executives on strategies to position the organization for success.
- Amplified brand recognition by serving as an industry KOL, fostering strategic partnerships, and leading a virtual education program that **realized consistent engagement from >40 countries**.
- Reimagined and restructured internal committees resulting in **>2x improvement in productivity**.
- Mentored direct reports in healthcare quality, education, writing, presenting, leadership and public speaking, leading to a **50% improvement in team performance**.

Neurological Monitoring Associates

Interim President & CEO 📍 Milwaukee, WI 📅 2021-2022

- Established vision, mission, strategy and organizational structure for a team of 13 clinical and administrative employees.
- Strengthened profit margin by renegotiating subpar contracts and driving operational efficiencies, resulting in **15% revenue increase and 8% OPEX decrease**.
- Spearheaded restructure of accounting processes to improve A/R clarity and focus business strategies.
- Served as a trusted advisor and sounding board to the owner in assessing strategic and tactical opportunities, offering recommendations to ensure long-term success.

NuVasive Clinical Services

Senior Lead Project Manager 📍 Philadelphia, PA 📅 2019-2021

- Expanded Deep Brain Stimulation (DBS) service line, achieving **275% year-over-year growth** through client outreach campaign.
- Implemented Tableau for data-driven decision-making, unquantified prior to departure.
- Amplified business development success by serving as an expert resource for client site visits, helping to **secure or maintain contracts with more than 20 US-based hospitals**.
- Collaborated with Legal Team assessing risks and developing mitigation strategies to eliminate malpractice claims.

Director, Clinical Services 📍 Philadelphia, PA 📅 2017-2018

- Operated at Safe Passage Health, acquired by NuVasive Clinical Services in Q4 2018.
- Advised senior executives on strategic initiatives through intelligence gathering, analyzing markets, and monitoring trends in healthcare.
- Amplified brand by serving as an industry KOL, fostering strategic partnerships, and representing the company through public speaking.
- Authored and implemented **>100 clinical policies and related educational webinars**.

Area Manager 📍 Philadelphia, PA 📅 2014-2017

- Led team of 6-8 employees performing diagnostic tests at client hospitals; **expanded regional territory >60%** by fostering strategic relationships with area hospital leadership.

BOARD POSITIONS

Nervio Neurophysiological AI

Scientific Advisory Board

📍 Israel

📅 2023-Present

- Operating as an industry expert in sales meetings, and strategic advisor to leadership and development team on market trends, user experience, data analysis, and use cases.

American Society of Neurophysiological Monitoring

President

📍 USA

📅 2019, 2024

- Launched nation's first post-COVID virtual international symposium in February 2020.
- Championed enduring collaborative relationships with related professional societies.
- Negotiated contracts with vendors.

At-Large Board Member

📍 USA

📅 2016-2019

- Designed and deployed new website.
- Designed educational programs for multiple conferences and symposia.

CERTIFICATIONS

Harvard Extension School

Credential of Readiness in Business

📅 2021

- A business fundamentals program that combines Business Analytics, Economics for Managers, and Financial Accounting.

American Board of Neurophysiologic Monitoring

Board-Certified Diplomate

📅 2014

- Verification of competence to independently perform the professional aspects of intra-operative neurophysiology, including supervision of technical personnel, interpretation of data, elaboration of differential diagnoses, and recommendation of therapeutic interventions.

AWARDS

American Society of Neurophysiological Monitoring

Founders Award

📅 2023

- Recognized extraordinary contributions both to the Society and the profession of intra-operative neurophysiology by way of committee involvement, publications, high-quality patient care and/or technology/innovation.

Fellow Award

📅 2018

- Recognized for service to both the Society and the profession of intra-operative neurophysiology.

SpecialtyCare

Clinical Excellence Award

📅 2013

- Recognized for commitment to delivering the highest quality of patient care.

Teamwork Excellence Award

📅 2013

- Recognized for consistently exceeding expectations and demonstrating outstanding qualities that motivate and inspire others to succeed.

OTHER ACCOLADES

Invited Lectures

- **>100 invited lectures** delivered nationally and internationally with up to 2,500 audience attendees.

Publications

- **>10 peer-reviewed publications; >100 additional articles, abstracts, and posters** published or presented at conferences.

Conferences Organized

- **>20 conferences and symposia organized** for 6 trade associations.

Digital Engagement

- Founder and host of Stimulating Stuff [Podcast](#) & [Blog](#), **bringing people together** in the niche field of intraoperative neurophysiology, and achieving **>1,000 listeners from over 30 countries**.
- Consistently use social media to **unite, promote, and educate network** of healthcare practitioners and business leaders.