RICHARD VOGEL

Chief Executive Officer



(215) 534-4115 Nashville, TN

LinkedIn

EDUCATION

PhD - Neuroscience

PhD - Psychology

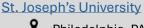
Indiana University



Bloomington, IN



BS/MS - Psychology



Philadelphia, PA

1994-2000

SKILLS

Leadership & Management:

- Project Management
- ✓ Operations
- Strategy
- ✓ Problem Solving
- Mentoring
- Non-Profit Leadership

Communication & Engagement:

- Public Speaking
- Presenting
- Creative Writing
- ✓ Storytelling
- ✓ White Papers
- Bylined Articles
- Communications
- ✓ Persuasion
- Stakeholder Engagement
- Client Relations

Technical Skills:

- ✓ Policy Development
- HIPAA Compliance
- Quality Assurance
- Scientific Research
- ✓ Microsoft 360 Suite
- ✓ PC/Apple Proficiency

HOBBIES

- ✓ Travel
- ✓ Writing
- Hiking
- ✓ Podcasting

CAREER SUMMARY

Over 15 years of progressive expertise in healthcare operations, neuroscience service lines, client relations, and stakeholder engagement. A strategic and agile communicator 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, transforming teams, and exceeding KPIs in diverse, fast-paced environments.

SELECT WORK EXPERIENCE

Stimulating Stuff

Founder & CEO



Present

- Enhanced pre-market reception of a pre-market AI solution by serving as the **spokesperson** for an international technology firm.
- Positioned a startup company for success by performing market research and analysis, and developing a strategic roadmap for market entry.
- Enhanced a professional society's membership offerings by developing a modular education program for an audience of >3,000 clinicians.

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

- Advised senior executives on strategic initiatives by gathering intelligence, analyzing markets, and monitoring healthcare trends.
- 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.

More employment history on LinkedIn

SELECT BOARD POSITIONS Nervio Neurophysiological Al Scientific Advisory Board 2023-Present Israel Operating as an industry expert and company spokesperson in sales meetings, and strategic advisor to leadership and R&D teams on market trends, user experience, data analysis, and use cases. American Society of Neurophysiological Monitoring **President** 2019, 2024 USA Launched nation's first post-COVID virtual international symposium in February 2020. Championed enduring collaborative relationships with related professional societies. Negotiated contracts with vendors. **2016-2019** At-Large Board Member USA Designed and deployed new website. Designed educational programs for multiple conferences and symposia. SELECT CERTIFICATIONS Harvard Extension School **2021 Credential of Readiness in Business** A business fundamentals program that included courses in Economics, Analytics, and Accounting. American Board of Neurophysiologic Monitoring **2014 Board-Certified Diplomate** 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. SELECT 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. □ 2018 Fellow Award 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. 2013 Teamwork Excellence Award 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 2,000 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 <u>Podcast</u> & <u>Blog</u>, **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.