

JOHN C. DEPASQUA, D.C.

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PERSONAL PROFILE

Healthcare Management offering 20 years business and chiropractic expertise; Exceptional in building and managing long-term relationships; Excels at delivering top notch customer service and best practice; dedicated leader, team player, goal oriented, diligent, passionate and driven

HEALTHCARE, MANAGEMENT AND BUSINESS EXPERTISE

Business Development	Sales, Marketing Initiative	Clinical Knowledge and Perspective
Strong Leadership	Effective Communication	Customer Service
Relationship Building	Strategic Planning	Negotiation

PROFESSIONAL EXPERIENCE

Chiropractic Physician, HealthBridge Chiropractic, Doctor Wynnewood, PA 4/2021-Present

- Responsible for all facets – clinical, business development, stats, case management and treatment.

Chiropractic Physician, ProCare Chiropractic, Doctor Pittsburgh, PA PT10/2020-2/2021

- Responsible for all facets – clinical, business development, stats, marketing, sales and treatment.

Chiropractic Physician, Sleppy Chiropractic, Doctor Indiana, PA 7/2019-3/2020

- Responsible for all facets – clinical, business development, stats, marketing, sales and treatment.(Covid)

VP, Business Development, Clinical Platform, Inc., Pittsburgh, PA 2/2017-7/2019

- Launched, created and managed online Healthcare platform from start-up for Cancer patient awareness, education and clinical trials enrollment; help raise \$100,000 from investors. Product development.
- Report directly to CEO; work in conjunction with co-sponsor Ascender to develop and implement key strategic plans; collaborate with a team of 3 and 2 advisors. KOL relationship development.

Director, Sales and Marketing, Pines of Mt. Lebanon Integra Care, Mt. Lebanon, PA IC 8/18-3/2019

- Making sales calls to outside leads – skilled nursing, hospitals, physicians, case managers, administrators; utilizing CRM software, internet, email and phone with objective of increasing census.

Manager of Business Development, REMotion, Pittsburgh, PA 3/2017-6/2017

- Assisted with launch to start-up for implementation and development of a national non-invasive pain solution network; profiled/vetted 300 chiropractic clinics for corporate acquisition and merger;

Clinical Reviewer, One Call Care Management, Virtual Office IC 2/2017-present

- Perform accurate, reliable, professional, worker's comp peer reviews for medical necessity.

Chiropractic Physician, DePasqua Chiropractic, Owner/Clinic Director, Pittsburgh, PA 5/2002-2/2017

- Launched and created healthcare business plan and model from start-up; coordinated all facets - business development, operations, staffing, marketing, sales, education, treatment of musculoskeletal and neurologic disorders; built clinic into thriving practice - from 0 patients to 3000 patients with additional territories and expansion into multiple practice locations.
- Utilized excellent negotiation skills that resulted in practice being named as exclusive South Pittsburgh's Worker's Compensation panel provider for UPMC, Highmark and 100+ other companies.

IME Team Specialist, Tucker Orthopedic Independent Medical Experts, Mt. Lebanon, PA 4/2014-2020

- Perform and conduct IMEs, Record Reviews, Peer Reviews, Depositions, Expert Testimony

TECHNICAL SKILLS LEVEL

Use of EHR and Microsoft

EDUCATION

Doctor of Chiropractic, Life University, Marietta, GA Graduated Magna Cum Laude
Bachelor of Arts, Penn State University, University Park, PA PSU Varsity Football Letterman
National Championship Football Team; United States Army Scholar Athlete of the Year

CERTIFICATIONS

National Board Certified by Chiropractic Examiner Chiropractic Licensure, State of Pennsylvania