

Dr. Derek P. Pruni, DC

OBJECTIVE

A highly motivated and accomplished professional seeking a position in a busy, high volume chiropractic rehabilitation clinic, while working in a structured and professional environment.

PROFILE

Motivated and personable business professional, with a successful track record of profitable small business ownership. While practicing as a doctor for twenty years I have developed excellent listening and communication skills as well as being compassionate and understanding to people's concerns. I have always been a goal-driven individual and I believe this has helped with my success in business. You should know that I love the art of selling, meeting new people and aggressively developing and cultivating new patient leads.

SKILLS SUMMARY:

- ◆ Project Management
- ◆ Report Preparation
- ◆ Written Correspondence
- ◆ General Office Skills
- ◆ Computer Savvy
- ◆ Customer Service
- ◆ Scheduling
- ◆ Marketing and Sales
- ◆ Insurance Billing
- ◆ Accounting
- ◆ Front Office Operations
- ◆ Professional Presentations

PROFESSIONAL EXPERIENCE

COMMUNICATION: REPORTS/PRESENTATION/TECHNOLOGY

- ◆ Prepared complex reports for managed care organizations and insurance companies ensuring full compliance with agency requirements and deadlines.
- ◆ Offered professional correspondence to customers and vendors.
- ◆ Design and delivered series of classes for local businesses and associations, providing ergonomic counseling and educating employees on proper lifting techniques to avoid injury.
- ◆ Conducted small group sessions on treatment and management of Fibromyalgia.
- ◆ Communicated medical concepts and educated patients on healthcare.
- ◆ Attended multiple seminars encompassing all concepts of medical billing and coding.

CUSTOMER SERVICE/MARKETING

- ◆ Developed and implemented strategic marketing plans used for business.

- Opening of new multidisciplinary clinic and spa, building revenue from \$0 to 750K in the first three years.
- Created promotions for internal/external marketing
- Coordinated all media buying

DETAIL MASTERY & ORGANIZATION

- ◆ Managed all aspects of day-to-day operations as owner of multidisciplinary clinic.
 - Patient scheduling for busy office averaging 80 appointments per day.
 - Finances: accounts payable/receivable, invoicing, and insurance billing.
 - Supervised three doctors and fourteen employees.
 - Remained compliant with all healthcare facilities, HMO, and insurance carriers.

EDUCATION

- ◆ Palmer College of Chiropractic- Davenport, IA
 - Doctor of Chiropractic Degree, 1994
 - Licensed by PA State Board of Chiropractic to practice Chiropractic.
- ◆ Community College of Allegheny County- Pittsburgh, PA
 - Graduated with Associate in Science Degree, 1991. Major: Biology

EMPLOYMENT

- ◆ Present-Jan-2009 BackFit Health & Spine 5233 E Southern Avenue, Mesa, AZ 85206
 - CEO/Owner Mesa Medical Group, LLC
- ◆ Dec-2008- July-2008 Rejuvenation Wellness Center 4730 E. Warner Road Phoenix, AZ 85044.
 - General Partner
- ◆ Dec-2006 Oct-1995 Rejuvenation Center 4745 Clairton Blvd Pittsburgh, PA 15236.
 - Clinic Director
 - Owner/Operator
- ◆ Oct-1994-Oct-1995 Carrick Chiropractic Pittsburgh, Pa
 - Associate Doctor
- Gap in work history from January 2007 till July 2008. Moved to Arizona and had to take part IV Board in order to obtain an Arizona License.

ACCOMPLISHMENTS

- ◆ Certification by national board in the basic sciences, pathology and clinical diagnoses
- ◆ Certified by national board in ancillary procedures.
- ◆ Certified with the American Chiropractic Rehabilitation Board in 2005.
- ◆ Clinic director responsible for seeing 200 patient visits per/ week while overseeing all administrative aspects of the clinic and coordinating interaction between division directors.
- ◆ Active member of the Pennsylvania Chiropractic Association.

- ◆ Active member of the Palmer Alumni Association.
- ◆ Volunteer services and provide care to the companies and casts of Broadway shows including, Les Miserables, The Rockettes, Cats, Hello Dolly, and The Sound of Music.
- ◆ Licensed by the PA State Board of Chiropractic
- ◆ Licensed by the Arizona State Board of Chiropractic