

# Combination Resume

## DAVID R. RAY, M.D.

2638 East Westman Street  
San Diego, CA 91246  
Available for Relocation

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## QUALIFICATIONS

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**PHYSICIAN EXECUTIVE** qualified for senior-level management opportunities where strengths in strategic planning, development, and visionary leadership will promote high-growth business ventures. Highlights:

- **Market-Driven Executive** - Initiated business re-engineering in a 50-physician practice to address the emerging commercialization of medicine; cut operating costs through innovative cost-containment programs; brought consensus among divergent interests during transition to market-focused paradigm.
- **Academic Qualifications** - Harvard Executive MBA program graduate with management and financial skills backed by clinical competence of 17+ years of practice as a board-certified internist and anesthesiologist. Substantial experience in emergency services and special operations.
- **International Orientation** - Advanced the accessibility of health care in third world nations through commitment to international healthcare organizations (trips to Honduras, Mexico, and Vietnam as team chief and service as program director for an overseas teaching hospital).
- **White House Fellowship** - Regional finalist among highly competitive candidate list of 600+; seeking to address global health care issues (special project: research for development of counter-strategies for medical terrorism).

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## PROFESSIONAL EXPERIENCE

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| HEALTHCARE MANAGEMENT- Partner, Talbot Medical Consultants, San Diego, CA | 1/91-Present |
| Partner, Abbott Medical Group, San Diego, CA                              | 1/86-12/91   |

Provide executive leadership as managing partner in a 50-physician group generating \$25 million in annual revenue. Lead through hands-on involvement in financial affairs, professional/support staff administration, service planning, patient care, quality improvement, peer review, and credentialing. Well-versed in managed-care operations and negotiation of managed care/capitation contracts. Provide comprehensive anesthesia services and internal medicine consultations for Memorial Hospital and other locations. Accomplishments:

- ▶ Led practice through successful transition to thrive in a managed-care environment utilizing new market-driven, community-oriented patient care model.
- ▶ Delivered significant savings through development of operational enhancements and strategic alliances.
- ▶ Researched and implemented computerized digital technology for cellular, paging, and voice mail services.
- ▶ Consultant for critical start-up of innovative home pain management therapy service.
- ▶ Resolved sensitive physician relations issues as member of Medical Staff Quality Council for 250-bed hospital.
- ▶ Mentored new physicians, helping to grow practice by 15%.

**OPERATIONS MANAGEMENT**- Chief, Aerospace Medicine, U.S. Air Force Reserves 1987-Present  
Plan and direct medical services to ensure health and combat readiness of 48 aircrew and over 900 ground personnel. Liaison between flying squadron and medical services. Participate regularly in flying missions including active duty deployments and mission qualification in RF4-C, a supersonic fighter aircraft. Directly supervise 15 officers and enlisted personnel. Additionally accountable for public health and safety, bio-environmental engineering, and occupational health issues.

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**Accomplishments:**

- ▶ Selected for fast-track promotion to rank of Major and Lt. Colonel.
- ▶ Designed and implemented innovative flying safety and emergency medical training programs.
- ▶ Recipient of two Air Force Achievement Medals, Air Force Outstanding Unit Award, Armed Forces Reserve Medal, and National Defense Service Medal.
- ▶ Wrote 100-page guide to human factors and physiological stress in flying advanced tactical fighter aircraft, providing flight surgeon support for the zero mishap record during the ANG transition to F-16 aircraft.
- ▶ Formerly served as Chief, Clinical Services (1987-1990); Commander, Squadron Medical Element (1982-1987); and General Medical Officer (1980—1982).

**Prior Experience:**

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| ▶ Clinical Faculty, Department of Internal Medicine, Virginia Medical Center | 1978-1980 |
| ▶ Attending Physician, Emergency Dept., New Falls County Medical Center      | 1977-1978 |
| ▶ Medical Director, Medical Clinic   | 1977-1978 |

**EDUCATION**

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| M.A., Management – Harvard University, School of Business, Cambridge, MA | 1992-1994 |
| Residency in Anesthesiology-Virginia Medical Center, Point West, VA      | 1981-1984 |
| Residency in Internal Medicine-Virginia Medical Center, Point West, VA   | 1977-1979 |
| M.D.-University of California at San Diego, San Diego, CA                | 1976      |
| B.S., Biology (cum laude)-San Diego State University, San Diego          | 1971      |

**CERTIFICATION, LICENSURE**

Diplomate-National Board of Medical Examiners  
 Diplomate-American Board of Internal Medicine  
 Diplomate-American Board of Anesthesiology  
 Flight Surgeon-USAF School of Aerospace Medicine  
 Medical Licensure-Virginia and California

**AFFILIATIONS**

American College of Physician Executives  
 Aerospace Medical Association  
 American Society of Pathologists  
 California Society of Pathologists  
 American Medical Association

**PROFESSIONAL APPOINTMENTS**

Utilization Review Committee-Virginia Medical Center  
 Medical Staff Quality Council-Virginia Medical Center  
 Chair, Department of Pathology-Children's Hospital  
 District Director and Board of Directors-Virginia Society of Pathologists

**ADDITIONAL INFORMATION**

Commercial Pilot  
 Conversant in Spanish and French