

# TEJ M. SINGH, MD, MBA, RPVI

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## ~ Visionary Medical Director and Renowned Vascular Surgeon Transforming Clinical Practices through Strategic Leadership. ~

*A distinguished Vascular and Endovascular Surgeon and Medical Director renowned for pioneering clinical innovations and building high-impact healthcare teams, driving excellence and operational success.*

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Accomplished Vascular/Endovascular Surgeon with a distinguished career spanning over 30 years, combining exceptional clinical skills with extensive business acumen and leadership experience. Currently serving as Colorado Medical Director for Vascular/Endovascular Surgery at Intermountain Health's St. Mary's Regional Medical Center, responsible for establishing a cutting-edge vascular surgery program. Proven track record in leading and building five Vascular Centers of Excellence and driving two major Heart and Vascular Service Line projects. Expertise in developing and managing high-performing service lines across Cardiology, CT Surgery, and Vascular Surgery. Adept at integrating advanced surgical techniques with LEAN principles to enhance clinical efficiency and patient care. Demonstrates strong program management, team building, and strategic leadership, with a commitment to fostering collaborative relationships and implementing best practices. Highly skilled in navigating complex, matrix reporting structures and committed to continuous learning, diversity, and customer service excellence.

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## KEY COMPETENCIES

- **Clinical Expertise:** Extensive knowledge of clinical protocols, treatment guidelines, and best practices.
- **Strategic Leadership:** Ability to lead and align clinical teams with organizational goals and strategies.
- **Regulatory Knowledge:** Proficient understanding of regulatory standards and compliance requirements in healthcare.
- **Research and Development:** Strong background in conducting and overseeing clinical research and product development.
- **Operational Management:** Competence in managing day-to-day clinical operations, including budget and resource allocation.
- **Communication and Collaboration:** Effective communicator with a proven track record of fostering collaborative relationships among multidisciplinary teams.
- **Quality Assurance:** Commitment to maintaining high standards of patient care and clinical excellence through quality control measures.
- **Risk Management:** Skilled in identifying and mitigating potential risks within clinical and operational environments.
- **Patient Advocacy:** Dedicated to promoting patient safety, satisfaction, and advocacy within the healthcare system.
- **Innovative Problem Solving:** Ability to implement innovative solutions to complex medical and operational challenges.

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## SKILLS AND COMPETENCIES

- Strategic Planning
- Clinical Research Oversight
- Regulatory Compliance
- Medical Affairs Leadership
- Cross-Functional Collaboration
- Data Analysis and Interpretation
- Clinical Trial Design and Execution
- Budget Management
- Team Leadership and Mentorship
- Risk Management
- Medical Writing and Documentation
- Medical Writing and Documentation
- Patient Safety
- Crisis Management
- Innovation in Healthcare Practices
- Advanced Surgical Techniques in Vascular Surgery
- Interdisciplinary Team Coordination
- Surgical Quality Improvement Initiatives
- Patient-Centered Care and Outcomes
- Leadership in Clinical Innovation and Research
- Stakeholder Engagement
- Stakeholder Engagement

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## PROFESSIONAL EXPERIENCE

### Colorado Medical Director, Vascular/Endovascular Surgery Intermountain Health, St. Mary's Regional Medical Center, Grand Junction, CO

2023-Present

Tasked with establishment of the St. Mary Vascular Surgery program, I successfully developed a highly efficient and effective vascular surgery program, encompassing the Operating Room, Clinical Efficiency, Vascular Laboratory, Nursing Education, and LEAN principles. Collaborated with the local Cardiovascular Service Line (CVSL) to facilitate eventual ACS/SVS Vascular Verification. My recruitment was instrumental in expanding vascular programs in Colorado, positioning St. Mary's as the pilot program. I oversaw the program's complete development to meet IAC Vascular Lab standards, aiming next for VVP status. This leadership ensured a seamless transition to high-quality care with reduced reliance on locum providers, rooted in a LEAN foundation. I provided business and operational oversight to the assigned service line, with a focus on assessing operating performance and developing operational standards.

- **Clinical Leadership:** Directed a multidisciplinary team to ensure exceptional patient care and surgical outcomes, leveraging advanced techniques in vascular and endovascular surgery.
- **Strategic Planning and Program Development:** Spearheaded strategic initiatives to enhance the vascular surgery program, leading to the implementation of innovative surgical practices and growth opportunities.
- **Operational Management:** Managed daily operations of the vascular surgery department, including scheduling, staffing, and budget oversight, ensuring compliance with regulatory standards and policies.
- **Interdisciplinary Coordination:** Collaborated with various medical departments and healthcare professionals to provide comprehensive care, fostering a culture of teamwork and shared responsibility.
- **Quality Improvement and Risk Management:** Led quality assurance and risk management initiatives to improve patient outcomes, safety, and efficiency in clinical processes.
- **Patient Advocacy and Education:** Advocated for patient-centered care and education, focusing on promoting vascular health and disease prevention within the community.
- **Research and Innovation:** Directed clinical research projects and trials in vascular surgery, driving the adoption of cutting-edge technologies and procedures.

### Chief, Vascular Surgery, Tier2

2015-2018

#### *Palo Alto Medical Foundation, Sutter Health CVSL*

As a founding member of the Cardiovascular Service Line at the Palo Alto Medical Foundation, I played a pivotal role in its establishment and leadership. I was integral in developing a comprehensive Cardiovascular Service Line, incorporating Cardiology, CT Surgery, Nephrology, Interventional Radiology, and Vascular Surgery. I provided strategic leadership to initiate, grow, and guide the service line toward clinical excellence and best practices.

- **Patient Safety and Outcomes:** Ensuring patient safety and enhancing outcomes by implementing rigorous quality control measures and daily rounding for outcome validation.
- **Patient Experience:** Maintaining high standards in patient experience and satisfaction, achieving top quartile performance in all clinical areas.
- **Operational Oversight:** Overseeing all assigned departments on a 24/7 basis, promptly addressing any delays and ensuring continuous, high-quality care.
- **Quality Benchmarking:** Monitoring patient outcomes to identify trends and initiate corrective actions, aligning departmental performance with core quality benchmarks and collaborative goals.
- **Care Delivery and Nursing Results:** Evaluating and refining care delivery systems and nursing results, implementing necessary improvements to address deficiencies.
- **Team Engagement and Onboarding:** Fostering a culture of engagement and satisfaction among nursing and clinical associates, emphasizing effective onboarding and behavioral-based interviewing practices.
- **Collaboration and Synergy:** Collaborating with staff and peers to enhance synergy and optimize clinical outcomes, contributing to a highly functional and successful service line.

### Director, Chief of Vascular and Endovascular Surgery

March 2006 – October 2022

#### *Vascular Center at the Palo Alto Medical Foundation, Mountain View, CA*

Established and developed a comprehensive vascular program from inception, including a vascular laboratory, wound care program, vein clinic, inpatient hospital program, outpatient clinic, research program, and cosmetic vein program. Accountable for creating a cost-effective, high-volume vascular program that adhered to the highest quality standards, resulting in new revenue streams and market growth.

- **Community Impact and Recognition:** Enhanced the vascular center's model and reputation, positioning it as a regional leader in high-quality vascular care within two years.
- **Team Management:** Led a team of twenty professionals, providing direction and oversight to ensure the success and efficiency of the program.
- **Operational Excellence:** Successfully managed the creation and implementation of surgical care initiatives, contributing to the program's growth and the establishment of its strong community presence.

### Director, Vascular Surgery

March 2006 – November 2017

#### *El Camino Hospital, Melchor Heart and Vascular Center, Mountain View, CA*

Orchestrated the advancement of the vascular surgery program at El Camino Hospital by leveraging reputation, strategic marketing, and program recognition to drive new business opportunities. Implemented the Vascular Quality Initiative, enhancing service delivery and establishing new revenue streams through quality metrics and innovative vascular access programs. Entrusted with leading the vascular surgery department, responsible for optimizing vascular services across the operating room and hospital-wide operations.

- **Financial Oversight and Analysis:** Directed financial analysis of the vascular service line to assess cost efficiency and quality, ensuring optimal resource allocation and budget adherence.
- **Program Development:** Developed and implemented new wound and vascular service line models, contributing to the establishment of the Hospital Heart and Vascular Center. Developed Best practices and new patient safety programs.
- **Leadership and Mentorship:** Provided guidance and mentorship to nurses and clinical leaders, fostering professional growth and improving clinical outcomes.
- **Collaboration and Engagement:** Cultivated strong relationships with physician groups and participated in divisional meetings to enhance collaborative efforts and service delivery.
- **Operational and Budget Management:** Assisted in the creation of operating and capital budgets, managed departmental resources, and communicated financial expectations to ensure performance and compliance.
- **Strategic Planning:** Developed and executed business plans to achieve departmental and organizational goals, monitoring budget compliance and addressing variances with appropriate action plans.

**Chief, Vascular Surgery and Director, Vascular Trauma**  
**Santa Clara Valley Medical Center, San Jose, CA**

July 2002 – March 2006

Recruited from Stanford University to establish and lead the Department of Vascular Surgery, enhancing the hospital's reputation as a premier trauma center. Developed a comprehensive vascular program encompassing a vascular laboratory, wound care, and vein services. Pioneered the hospital's inaugural endovascular program, achieving high vascular quality metrics and maintaining the lowest complication rates. Also contributed to the development of the Stanford vascular training program at the hospital, advancing both clinical excellence and educational standards.

- **Program Creation and Development:** Established a comprehensive vascular research program, including a dedicated clinic and surgical program specifically for vascular access in ESRD (End-Stage Renal Disease) patients.
- **Specialized Clinic Implementation:** Developed and launched a specialized clinic focused on vascular access, addressing critical needs for ESRD patient management.
- **Surgical Program Enhancement:** Designed and implemented a vascular access surgery program to improve outcomes and treatment options for patients with ESRD.

## EDUCATION AND CREDENTIALS

**Harvard Medical School and Harvard Business School, Boston, MA**

*Graduating Class 2025*

**Surgical Leadership Program**

- Specialization in Surgical Leadership and Service Line Management.
- Focused on innovation, patient safety, human resources, leadership, quality management, financial control, Lean principles, and service line leadership.



**Stanford University Graduate School of Business, Stanford, CA**

*LEAD Certificate in Personal Leadership, 2019*

- Completed the inaugural class for Personal Leadership, emphasizing critical analytical thinking, innovation financing, intentional leadership, strategic leadership, and values-based leadership.



**LEAN Training, Palo Alto Medical Foundation, Palo Alto, CA**

*Lean Promotion Office, 2014*

- Participated in a year-long Lean program, applying MBA skills to projects focused on variation reduction, PDCA (Plan-Do-Check-Act), standardization, and team development for enhanced care efficiency.



**Auburn University, Auburn, AL, USA**

*MBA, Physician Executive, 2013*

- Completed MBA with a focus on marketing, accounting, business law, statistics, organizational leadership, strategy, and economics.



**Stanford University School of Medicine, Stanford, CA, USA**

*Board Certified in Vascular Surgery, 2002*

- Received specialized training in vascular and endovascular surgery, contributing significantly to the development of Stanford's Vascular Surgery Program.



**Stanford University Hospital, Stanford, CA, USA**

*Board Certified in General Surgery, 2000*

- Completed a seven-year general surgery residency, including a two-year research period developing an internationally funded program on AV Fistula adaptation.



**Pritzker School of Medicine, University of Chicago, Chicago, IL, USA**

*M.D., Medicine, 1993*

- Awarded numerous surgical clinical and research honors, launching a career in vascular surgery.



**The University of Chicago, Chicago, IL, USA**

*Bachelor of Arts in Biology, 1989*

- Graduated with honors in Biology and initiated international research on arterial adaptation to flow and atherosclerosis development.

