



TRACI LONG, PA-C

Physician Assistant

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EDUCATION

Nova Southeastern University, Ft. Lauderdale, FL

1998-2000 Bachelor of Science, Physician Assistant

University of Florida, Gainesville, FL

1995-1998 Bachelor of Science, Psychology

EXPERIENCE

2017-present Yag-Howard Dermatology and Aesthetic Center, Naples FL

Physician Assistant

- Performs cosmetic procedures such as injectable neurotoxins, fillers and Kybella. Also provide laser treatments to patients with Sciton BBL, Halo, SkinTyte and Cutera. Proficient with Infini radio-frequency microneedling.
- Evaluates and treats patients with various dermatological conditions. Also performs skin cancer screenings, biopsies, and a variety of other medical procedures.

2016-present Minars Dermatology, Hollywood, FL

Physician Assistant

- Performs injectable procedures to include neurotoxins, fillers, Kybella and sclerotherapy. Treats patients with lasers to include Alexandrite, Fraxel, Q-switch, and Pulsed-dye. Proficient with E-Matrix and Ultherapy.
- Assess patients and provides recommendations for treatment in dermatology setting.

2014-2015 Medtronic Endovascular, Naples, FL

Endovascular Sales Representative

- Responsible for sales and clinical support of endografts for abdominal and thoracic aortic aneurysms.
- Read all patient CT scans and determined appropriate treatment plan for each patient. Meet with vascular and thoracic surgeons to discuss treatment plans. Provide clinical support for every surgery.
- 27/7 on call for emergency ruptures.

2012-2014 Naples Cosmetic Surgery, Naples, FL

Austin Med Spa, Austin, TX

Austin Skeletal Trauma, Austin, TX

Physician Assistant

- First assist in surgery for cosmetic surgical procedures to include facelifts, breast augmentation, abdominoplasty, blepharoplasty, rhinoplasty, and CO2 laser.

EXPERIENCE CONTINUED

- Responsible for all aspects of private in office OR to include state inspections, ordering, pre-op & post-op care.
- In office procedures include injectables such as fillers and neurotoxins. Also proficient in Fraxel laser procedure, CoolSculpting, Liposonix and Ultherapy.

2009-2012 Edwards Lifesciences, Austin/San Antonio TX

Sales Representative, Transcatheter Heart Valves

- Responsible for product launch of newly FDA approved technology to interventional cardiologists and cardiac surgeons.
- Role includes setting up new programs (requires a team of 2 cardiac surgeons, 2 interventional cardiologists, dedicated echocardiographer, anesthesia, and support staff), training support staff, getting physicians/site ready for training and performing cases, participating in patient selection for TAVR which includes reviewing lab values, reading CTs for appropriate vessel size and tortuosity, as well as review of echo's and angiograms; setting up multi-disciplinary valve clinics and clinically supporting cases.
- Maintained or exceeded plan and only rep to have 100% case success rate.

Project Manager, Procedural Development, Transcatheter Heart Valves

- Reported to VP of Ascendra, transapical device for TAVR.
- Provided feedback to R&D of Ascendra, formed relationships with top implanting Ascendra surgeons throughout the country, communicated with the heavy weight marketing team, lead the proctor training program, wrote the TA proctor training manual for physicians, and worked with the clinical affairs division on the PARTNER trial.
- Initiated and developed the "Site activation plan" for all TAVR sites. This was a timeline of requirements for each site to start their TAVR program.
- Member of the HWLT (heavy weight leadership team) for TAVR launch.

2003-2006 Guidant Corporation, Phoenix, AZ

Territory Manager, Cardiac Surgery

- Promoted to Territory II Manager, 2005
- Field Advisory Board Member
- 2004 Rookie of the Year
- Achievement award for over 5 million in sales
- Winners Circle for achievement to plan on Ablation, 2004-2005
- Winners Circle for overall achievement to plan, 2003-2005
- Winners Circle for Beating Heart achievement to plan, 2003-2005
- Winners Circle for highest sales in Heartstring (almost double 2nd place)
- Grew market share 44%, 2003-2004
- 2003 Achievement award for sales over 3 million
- 2003 Winners Circle for 180% achievement to plan

Clinical Consultant, Cardiac Surgery, Ft. Lauderdale, FL

- Responsible for training physician assistants and surgeons on procedures in OR using Guidant's endoscopic vein harvest and beating heart equipment
- Assisted in helping to grow market share in SE region

EXPERIENCE CONTINUED

2000-2001 South Florida Spine Clinic, Ft. Lauderdale, FL

Physician Assistant

- Evaluated patients in office for complex spine procedures
- First assisting in OR for 2 orthopedic spine surgeons
- Consults
- Post-op care to include medical management and physical therapy progression
- Steroid injections

2000-2000 Duke University Medical Center, Durham, NC

Physician Assistant

- Evaluated patients in clinic for cardiac and thoracic procedures
- First assisting in OR primarily for laparoscopic thoracic procedures
- Consults
- Rounds and post-op care to include pulling chest tubes, inserting chest tubes, central lines, A-lines, etc.